

Jeffrey Smith

Sales Manager at Norfolk Iron and Metal Co.

Davenport, Iowa Area, , US

Sales and Marketing Leader

Description

Results-driven Sales Manager with over 20 years in steel distribution developing services sales and key account development.

Extensive record of expanding the customer base, developing deep relationships, while growing products and services to achieve sustained sales and revenue growth. Experienced closer of a wide variety of customers from small fabricators to large original equipment manufacturers.

Skilled motivator and coach who inspires confidence, leads by example and builds loyal, high-performance teams committed to customer satisfaction. Experienced in recruiting, hiring, training, building, and leading sales teams in all aspect of sales: prospecting and lead generation, relationship building, closing, and maintaining accounts.

Influential leader, working with senior management to develop strategic plans and long-term goals.

Specialties:

Vision and Leadership

Strategic Planning and Execution

Team Building and Development

Multiple Call Points

Supply Chain Management

Contract Negotiation and Sales

Sales & Marketing / ROI

P&L Responsibility

ASTM Specifications

Industry Expertise

Mining and Metals, Steel, Logistics and Supply Chain

Topics

Strategic Planning and Execution, Team Building and Development, Supply Chain Management, Sales & Marketing / Roi, Astm Specifications

Affiliations

Education

Butler University - College of Business Administration
Majored in Marketing with Minors in Finance and Philosophy

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