



**SHERWIN-WILLIAMS®**

## Vice President - Sales

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The vice president - sales is responsible for achieving budgeted sales and profits through management of his or her area, which includes districts, stores and sales territories. This individual reports to the division president and general manager and handles responsibilities including the following:

- Managing, training and developing eight to 17 district managers and one to three sales managers
- Developing an area market plan with district/sales managers and monitoring results and progress
- Approving and monitoring district, store and territory plans and budgets, and taking corrective action as needed
- Identifying market/product opportunities and communicating them to Division Marketing
- Managing the human resources organization
- Making sales calls on key division/area accounts ranging from \$100,000 to \$1 million

### Expectations

For the position of vice president - sales, Sherwin-Williams seeks a strategic thinker with in-depth sales experience, outstanding interpersonal skills, an exceptional work ethic and integrity who can accomplish the following:

- Increase market share
- Achieve sales and profit objectives
- Develop district managers and sales managers
- Develop a human resources organization that supports market plan and sales/profit objectives as well as customer service goals
- Effectively manage company assets — including making sound decisions regarding real estate, capital expenditures and expense control — within his or her area and districts
- Ensure proper recruitment, selection, training/development, disciplinary and promotion standards are set and followed

