



SALES MANAGER: PRODUCT DIVISION

South Forty is redefining the barndominium lifestyle through premium garage systems, curated interiors, rustic furnishings, and functional spaces designed for modern living. The Sales Manager (Products Division) will play a critical role in scaling South Forty's presence across homeowners, builders, designers, real estate developers, and regional dealer partners and everyday users. This role blends early stage funnel identification and development, strategic account management, high-impact sales execution to activate key growth channels and deliver long-term revenue.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field, preferred but not required
- Minimum 4 years of experience in business development, sales, or strategic partnerships
- Proven track record of success in driving business growth and achieving sales targets
- Ability to build and maintain relationships with clients and partners
- Comfortable developing relationships independently, but also collaborating and working as a part of a team
- Commitment to supporting the growth and development of sales associates
- Strong analytical, problem-solving, and project management skills
- Strong negotiation, presentation, and communication skills

Key Responsibilities:

Lead Generation & Pipeline Management

- Identify, qualify, and pursue high-value prospects across target industries.
- Manage the full sales cycle—from initial outreach and proposal development to contract negotiation and close.
- Identify and evaluate potential business opportunities, including partnerships, alliances, and acquisitions.
- Maintain accurate and timely pipeline reporting using CRM tools.

Relationship Building & Management

- Establish and maintain relationships with key decision-makers, partners, and customers.
- Develop trusted customer relationships and effectively manage client issues and expectations with timely communications and complaint/issue management.
- Represent the company at industry events, trade shows, and networking functions.

Collaboration & Cross-Functional Coordination

- Build collaborative relationships with internal team members.
- Work closely with marketing to refine messaging, campaigns, and lead-gen initiatives.
- Partner with product, operations, and finance to ensure smooth onboarding and implementation of new clients.
- Provide ongoing feedback to internal teams regarding market needs and customer insight.

Strategy, Marketing and Business Development

- Develop and execute growth strategies that align with company goals.
- Build business cases for new markets, partnerships, and products.
- Collaborate with cross-functional teams to develop and implement sales and marketing strategies.
- Other duties as assigned.



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Location: Watertown, SD ***Heads up:** this is an on-location/in-person position only. When your work involves craftsmanship, collaboration, and a whole lot of fun, you kinda need to be here for it!

Reporting to: CEO

Compensation: Commensurate with experience

Benefits:

- 401k with company match
- Health insurance
- Dental insurance
- Vision insurance
- Paid time off, holidays and birthdays off
- Open concept work and play environment with social, workout and relaxation space
- Product discounts and wellness incentives
- Parental leave

