

70 Years of Building Value Into Building Products

ODL builds products that build value into your home. Designs for every taste, architectural style, and home décor. Products that bring the outdoors--natural light, fresh air—indoors. Ideas that change the game.

Styles from classic to craftsman, old world to contemporary. Solutions for privacy or connection, small spaces, entryways or back porches. Decorative doorglass, transoms, sidelights, retractable screen doors, blinds between glass, severe weather doorglass, and much more.

ODL, Inc is looking for a Vice President of Sales and Marketing for its Retail and OEM division in Gallatin, TN

The ideal candidate for this position is an experienced and ambitious Sales & Marketing professional with the strategic drive to significantly lead, grow, and guide ODL's Retail & OEM Sales and Marketing teams to achievement of the business unit sales and financial goals.

This person must have a proven track record of building winning sales & marketing teams that achieve short & long range goals. He or she is a collaborative leader who embodies a strong business acumen, exceptional communication skills both written & verbal, an effective management style with a proven track record of successful leadership in sales, marketing, and operations pertaining to manufacturing and distribution.

Specific Outcomes expected:

- Engage and inspire our people
- Grow revenue and Gross Margin.
- Penetrate window market with BLINK product line.
- Launch new products on time and at or beyond forecast.
- Increase average sales price for the business unit annually.

Essential Job Functions:

- Develop and implement the business unit's Strategic Channel Plan as required to grow the sales and profits per the companies One Page Plan.
- Lead the customer service team in its efforts to "Delight" our customers with industry leading customer touch.
- Develop and maintain strong relationships with all key customers for the business unit.
- Continue the ongoing management and development of the Retail and OEM Window sales forces.
- Position your marketing reports to take full advantage of the Corporate Product Marketing group's product development activities.
- Lead the marketing efforts of the business unit by launching new products consistent with the Strategic Product Plan and Strategic Channel Plan.
- Support the annual product line rationalization review to ensure the most optimal use of our inventory and to ensure our product offering remains cutting edge.
- Lead the development and implementation of the merchandizing tools required to maximize the sales potential of all products to our accounts.

Candidate Requirements:

- Strategic thinker and planner – demonstrated ability to develop and implement a strategic plan for a business unit.
- Team builder and player – able to manage multiple priorities and project tasks and deadlines working with internal departments and in conjunction with external resources.
- Bachelor's degree in business, marketing or related field. MBA a plus.
- Ten years of sales and or marketing experience with five years of sales management experience required or equivalent combination of education and experience. Experience with managing a marketing organization, and possibly a distribution organization is preferred.
- Deep knowledge of the Building Materials industry required, Window and Door industry, Commercial and Multifamily and National Home Center experience preferred.
- Strong bias for a solution-oriented sales approach. Strong business and financial acumen is essential.
- Highly Motivated – High Energy: Creative in problem solving
- Excellent interpersonal skills and written communication skills. Strong communicator and presenter to all levels of management.
- Strong commitment to doing quality work by serving internal and external customers.
- Strong computer skills.
- Willingness to travel is required. Estimated 40 - 60% travel.

COMPETENCIES: *Strategic Decision Making *Business Acumen
*Leadership Disposition *Collaboration
*Effective Team Building *Enjoys winning & strive for results

Candidates for positions with ODL must be legally authorized to work in the United States. Verification of employment eligibility will be required at the time of hire.

ODL is an equal opportunity employer committed to a culturally diverse workforce. All qualified applicants will receive consideration for employment without regard to race, religion, color, age, sex, national origin, sexual orientation, gender identity, disability status or protected veteran status.

ODL offers a solid track record of growth and expansion in a highly competitive industry as well as a complete benefits package including health/prescription options, dental insurance, vision insurance, short term disability, LTD option, basic life insurance, additional life insurance amounts available including spouse and dependent child coverage through payroll deduction, flexible spending accounts and 401(k) with a company match.

Please apply via email to: human.resources@odl.com

For a complete listing of ODL Open Positions please visit <http://www.odl.com/careers.htm>