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**JOB TITLE: SALES AND MARKETING MANAGER**  
**DEPARTMENT: SALES**

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**JOB SUMMARY:**

ATS Rocky Mountain is looking for a Sales Leader who will lead our Sales Team in the Colorado and Wyoming markets. Under general direction, this position will lead the Sales Team with a focus of accountability, work ethic and a winning attitude that facilitates long-term Customer relationships and increased revenue for the business. He/She will be responsible for implementing sales strategies, sales planning, sales pipeline management, salesperson development/training and marketing activities. This Sales Leader will be expected to personally establish and maintain long term customer relationships with owners, architects, consulting engineers and contractors to influence opportunities. Through active leadership, he/she will participate in the local community and professional organizations to maintain an understanding of the local business environment (i.e. legislative, purchasing, market trends, products & services).

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**DUTIES AND RESPONSIBILITIES:**

This position will be responsible for

- Managing Customer/Contractor/Consultant assignments for the Sales Team to ensure fair and equitable opportunities, allowing employees to achieve their business goals.
- Developing and implementing plans to take advantage of all sales opportunities while collaborating with internal and external customers.
- Targeting and securing new strategic owner accounts by developing high-quality solutions that fit our Customers' needs.
- Maintaining an average target gross margin across all bookings.
- Discovering and tracking leads to build a large funnel of future sales that can be forecasted accurately to inform the planning of labor needs.
- Top-line growth of revenue as well as meeting other growth objectives.
- Setting clear goals, driving accountability, investing personal time in employee development, active coaching, and leading strategic initiatives.
- Supporting the overall ATS family by working in alignment with the other ATS offices.
- Developing ATS Rocky Mountain sales and marketing activities for greater market visibility
- Reviewing bids to ensure accuracy and appropriate methods to meet company and customer objectives, assist employees in determining margins, identifying resources and assessing future potential business.
- Increasing market penetration by securing new Customers and expanding the scope of the existing Customer base with owner, architectural engineer and consultants and contractor accounts.
- Servant Leader behavior
- Strong written and verbal communication
- Always "doing the right thing"

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**QUALIFICATIONS**

- Five to ten years of progressive sales and/or operational experience in building systems, products and services.
- Experience in a lead or supervisory role with responsibility for the productivity or development of others.



- Grasp of technical knowledge required to develop BAS solutions to fit customer needs/requirements and preparing and presenting effective sales proposals.
- Experience successfully negotiating sales, achieving profit margins, and managing commitments.
- Bachelor's degree in Engineering, Business or Marketing. Master's degree preferred.