



Important: This is an onsite position in Twin Falls, Idaho. Remote work is not offered.

Seastrom Manufacturing Company, Inc.

About Us

Seastrom Manufacturing Co., Inc. is a U.S. manufacturer of precision stamping along with standard and custom assembly hardware located in Twin Falls, Idaho. Seastrom has earned the distinction as an approved supplier for most major aerospace, automotive, and commercial manufacturers. Seastrom offers several custom capabilities including Precision Stamping, CNC Machining, Multi-Spindle Screw Machining, Four-Slide Process, Waterjet, Laser Part Marking & Engraving, Special Packaging, and Engineering assistance in developing parts that will increase value and lower costs.

Seastrom Manufacturing's investment in manufacturing capabilities and certifications assure each customer the highest level of precision. Seastrom Manufacturing is DFARS, REACH, RoHS, Nadcap, PPAP, and ITAR compliant, and is ISO9001 and AS9100 certified.

Opportunity: SALES MANAGER

SUMMARY:

Seastrom Manufacturing is looking for a dynamic and highly engaged individual to manage its Sales and Marketing functions. The **Sales Manager** will be responsible for the overall corporate marketing and advertising activities while facilitating the organization's growth through sales and business development. Management of various teams including Customer Service, Marketing, and Inside and Outside Sales as well as interdepartmental relationship building is an essential function of this role.

This position requires the ability to consistently follow processes and schedules independently, with periodic interaction with managers and others. The ideal candidate will be a team-oriented individual who possesses a strong personal value commitment dedicated to professionalism, problem solving, and adaptability.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

- Facilitate profitable sales through the management of successful sales, marketing and distribution activities.
- Responsible for overall corporate sales, marketing strategies and processes.
- Oversee Business Development, Customer Service, and Sales and Marketing departments.
- Provide training in all related areas of sales, marketing, and customer service.
- Responsible for overall corporate marketing and advertising activities.
- Exhibit excellent leadership skills.
- Demonstrate excellent sales and marketing skills.
- Apply superb attention to detail.
- Communicate effectively with staff to ensure outstanding performance and facilitate individual and team development.



- Establish sales growth while working in a total company team atmosphere.
- Meet scheduled deadlines for marketing, sales and management functions.
- Will be required to travel periodically.

QUALIFICATIONS:

- Must be at least 18 years old.
- Must meet "US Person" criteria per ITAR compliance regulations.
- Strong analytical and sales skills required.
- College education and previous experience in marketing are preferred.
- Proven track record in sales and sales management, preferably in the industrial sales arena.
- Previous experience in a manufacturing environment is preferred.
- Strong experience and advanced application of Microsoft EXCEL skills required.
- Extensive knowledge of the Internet and Microsoft Office applications required.
- Experience in CRM programs and AI generated data tools required.
- Proficiency in ERP systems is strongly desired.
- Strong problem-solving and deductive reasoning skills required.
- Able to read and speak the English language with comprehension skills sufficient to understand safety standards and job performance expectations.
- Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.
- Ability to interpret instructions which may be furnished in written, oral, diagram or schedule form.
- While performing the duties of this job, the employee is required to use hands to manipulate objects, reach with hands and arms; and talk and hear. Sitting for extensive lengths of time is required.
- The noise level in the environment is quiet to moderate.

BENEFITS (*Health benefits begin the first day of the month following the hire date*):

- Relocation assistance may be available.
- Comprehensive benefits package including Health, Dental, Vision, Life, and Long-Term Disability
- Additional voluntary benefits such as additional life, accidental death, and critical illness
- 401K program with company-matching (eligible after one year of service)
- Paid time off (PTO) from 1 to 3 weeks depending on length of service
- Personal Days - up to 5 days per year
- Nine (9) company-paid holidays
- Profit Sharing
- Referral program
- Length of service program for full-time employees
- Drug-free workplace
- Safe, clean, climate-controlled facility