

GIRL SCOUTS OF CONNECTICUT

Position Title: Product Sales Manager

Reports To: Product Sales Director

Location: Waterbury/Torrington

POSITION SUMMARY:

The Product Sales Manager is responsible for participating in the development of the short and long term product sales strategy for the Council and for implementing the annual tactical plan within their assigned region to ensure the success of the Council's product sales programs.

MAJOR ACCOUNTABILITIES:

Manages all aspects of the Council's product sales programs within an assigned region.

Provides supervision, training, and support for all Product Sales Volunteers.

Works in cooperation with Girl Program staff to implement the program aspects of the Council's product sales.

Administers an annual operating budget for product sales.

Monitors the progress of sales, maintains computerized records and provides reports for the Product Sales Director and/or the Chief Executive Officer.

Implements policies and procedures related to the Council's product sales.

Supports the implementation of a Council-wide marketing plan to disseminate information to the community about Girl Scout products.

Manages the collections of all product sales funds and ensures that all delinquent accounts are settled.

SKILLS AND COMPETENCIES:

The ideal candidate will possess a minimum of three (3) years experience in a management position that includes supervision of employees and budget oversight; will have proven organizational skills; work well in an inter-departmental team environment; and strong written and oral communication skills. The candidate must have the ability to accommodate a flexible work schedule and be willing to travel throughout their assigned region. Ability to work with a diverse group of staff, volunteers and girls is a must. The Manager must have knowledge/expertise in all matters related to product sales and

marketing; volunteer training and management; project management; and achievement of stretch goals.

EDUCATION:

Bachelor's degree preferred, preferably in management, marketing, business or related fields or equivalent experience.

COMPENSATION BENEFITS:

Girl Scouts of Connecticut provides a competitive salary and benefits package.