ID SCULPTURE

PLAY. CLIMB. EXPLORE.

Description: Project Manager

Project Manager Job Purpose: Sells products by implementing sales plans and ensures project health though out the sales and production cycle.

Project Manager Job Duties

Daily responsibilities

- The project manager is the main point of contact for clients, independent sales representatives and Designer.
- Work to understand and document the parameters of the project..
- Develop conceptual strategies that are efficient and respond to customer needs.
- Coordinate with design staff for graphic collateral as necessary.
- Use Sales force to manage customer interaction and report out metrics.
- Ensure project details are accurately communicated with pre-production.
- Arrange for and manage logistics.
- Coordinate with production lead to understand and communicate scheduling with client and manage client expectations.
- Protect and promote the culture of IDS by making design fun and reflective of outdoor adventure.

Annual objectives

- Implements national sales plan and assist in the tracking results.
- Develop and maintain a network of sales representatives including but not limited to aiding in:
    - The development and implementation of sales rep training
    - The maintenance and of rep resources.
- Work with, organize and maintain IDS marketing collateral and digital assets
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Keep current with changing trends, and relay customer and sales feedback.

Skills/Qualifications:

- Client facing communication
- Negotiation
- Familiarity with design and representation principles
- Familiarity with parks and recreation, climbing or childhood development
- Microsoft office
- Effective coaching and teaching skills to deliver sales representative curricula.