**Chief Executive Officer**

The Chief Executive Officer manages and directs the company toward its primary goals and objectives. Oversees employment decisions at the executive level of the company. Leads management team to consider major decisions including vendor / customer relationship, product pricing / margins, operation procedures.

**CEO Responsibilities:**

* Operational management of all departments.
* Develops business prospects by studying industry trends and revenue opportunities.
* Analyzes organization operations; identifying opportunities for improvement, cost reduction, and systems enhancement.
* Ensures the company is staffed with well-trained, quality, and engaged employees at all times; works closely with the executive management team to develop effective hiring, training, and compensation plans to retain our quality employees.
* Vendor / Customer relationships; 2-Step Distribution Company.
* Ability to build out a solid foundation with our vendors as well as customers.
* Oversees financial performance and risk management. Manages the design and implementation of new products and services; and oversees development and the implementation of effective marketing strategies.
* Represents the company at important business functions, training and events, and networking opportunities.
* Ensures the timely submission of month-end financial and operational reviews, contributes to the development of and participation in financial planning efforts.
* Monitors company performance by measuring and analyzing results, initiating corrective actions, and minimizing the impact of variances.
* Increase online revenue and income streams.
* Effectively manages contract negotiations.

**CEO Requirements:**

* Multiple years of key management roles is a must.
* Financial planning and strategy.
* Strategic sales planning and forecasting.
* Marketing and business development.
* Budget development.
* 8- 10 years of experience in the manufacturing industry.