

Product Sales Seat

Seat Owner: Jim Thompson

Reports To: Integrator Seat

Reporting Seats

These are the seats that are direct reports up to the current seat

- **Inside Sales Seat** - Sarah Chen
- **Product Coordinator Seat** - Marcus Webb
- **Ecommerce Manager Seat** - Vacant

ACCOUNTABILITIES

1. LMA
2. Inventory & Forecasting Management
3. Product Sales Strategy & Purchasing
4. Profit Protection
5. Outbound Customer Experience

MEASURABLES

- Weekly units sold | Goal: 150
- Gross margin % | Goal: 38%
- Inventory turns per month | Goal: 4

PROCESS/PLAYBOOK INVENTORY

- Product Pricing Approval Process
- Vendor Negotiation Playbook
- Inventory Reorder Process

ROCKS | 2025 Q4

- Launch Q1 product catalog by Nov 15 [On Track]
- Reduce dead stock to under \$50K by Dec 31 [Off Track]
- Complete vendor scorecard system by Dec 15 [On Track]