

Saturday - July 27, 2019

SALES MANAGER-

Sales managers are the conductors of a company's revenue engine. They create and nurture high performance sales teams, and lead them to generate forecasted revenues and meet customer needs. We will need an EXCELLENT, EXPERIENCED sales manager. This person will need to be able to COACH, ADVISE, MOTIVATE or replace the sales force, until the most efficient sales crew is reached. This important position is critical to our survival and longevity. They will be responsible for determining if the target sales are achieved by each division of the sales force. If we are to have sales on each continent, the manager will need to have an understanding as to how business is LEGALLY conducted in each place. What is accepted as current normal business practices. The manager must also be able to analyze the data on performance of each sales division, particularly the individuals responsible for that area on the globe. They must ensure that the sales department works cross functionally with executives from other departments. They must collaborate with marketing to generate new lead sources and expand the target customer base, or with product and research teams to make sure customer needs ARE MET! Also the sales manager must be able to be a people manager, (recruit, build and nurture a team), strategically foster customer engagement and help steer the business. This position also will require the individual to SELL. This is the best way to know how, what, and give insight to the reasoning of customers purchasing our product. The candidate must have excellent interpersonal skills, that enable leadership. The sales manager MUST teach and coach others how to properly and legally inform the customer the benefits that we offer by purchasing what we have and how it will GREATLY benefit them. They must be able to listen first and speak second. They don't chastise in public or private. They are aware of the message they transmit to their team, how it's delivered, and how it's perceived. NEVER asking their staff to do something immoral, illegal, unethical or something that goes against a company's core values. They must have the ability to build relationships with peers, cross-functional counterparts, and upper management. They must have empathy and ability to understand customer viewpoint and customer service, without this very important part, the company will not be successful. Must be able to use data-driven reports to spur sales, coaching sessions and empower staff to take ownership of the opportunity pipelines. Just as important, they MUST understand pricing, margins, and the impact of discounting a sale. They must be able to prioritize and effectively manage time. High achieving, ambitious and results oriented. Innovative, generating original solutions and lots of ideas. Decisive and comfortable making decisions quickly, based on sound judgement. Be detail focused, methodical and organized. Focus on the rules, basing on facts, figures and data analysis.

Must be able to demonstrate track record of meeting/exceeding goals as an individual contributor. Successful experience building a territory, building rapport, opening doors and understanding business requirements of senior decision makers. Day to day operations will include setting targets, performance plans, objective standards for reps, review performance, progress and coach to help improvement. Counsel, support, discipline and fire underperforming sales reps. Ensure reps work as a positive unit and share their best practices. Always setting a good example for others to follow.