https://intscanada.com/job/%e7%81%af%e5%85%b7%e5%85%ac%e5%8f%b8/

???? Sales manager

Description

We are looking for a high-performing Sales Manager to help us meet our sales agencies support needs and our growth targets. Reporting to the Senior VP of Sales you will be responsible for maximizing our agencies sales team potential including product launches, training, crafting sales plans, and justifying those to plans to the upper management. Our business is built on custom solutions; therefore, details are critical and timely for a successful project. We also value teamwork and jump in to lend a hand at every turn. We value growth and invest in our development.

Responsibilities

- Achieve growth and hit sales targets by successfully managing the agency sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

Qualifications

- DCS / DEC degree in business administration or a related field.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Committed to continuous education through workshops, seminars and conferences
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills

Job Benefits

Paid time off – vacation paid

Contacts

Send your resume to intsconsulting.hr@gmail.com

Hiring organization

INTS Consulting ?????????

Employment Type

Full-time

Job Location

Markham, Ontario

Working Hours

Monday to Friday

Base Salary

$ 75,000.0 - $ 95,000.0

Date posted

2021?10?27?