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#1220 Residential Sales Manager

Description

Summary of Position

The Sales Manager is responsible for the overall sales and management the Residential Sales team. The Sales Manager will align departmental goals with company objectives on a yearly basis.

Responsibilities

Essential Functions

- Hires and trains and manages Residential sales representatives
- Organizes and oversees the schedules, territories, and performance of sales team members.
- Conducts performance evaluations that are timely and constructive.
- Handles discipline and termination of employees in accordance with company policy.
- Provides leadership to the sales team.
- Motivates and encourages sales team to ensure quotas are met.
- Reviews and analyzes sales and operational records and reports; uses data to project sales, determine profitability and targets, and identify potential new markets.
- Identifies and analyzes customer preferences to properly direct sales efforts.
- Assigns territories and sets quotas for sales teams.
- Consults with potential customers to understand their needs; identifies and suggests equipment, products, or services that will meet those needs.
- Resolves customer complaints, staffing problems, and other issues that may interfere with efficient sales operations.
- Collaborates with executive leadership to develop sales quotas and strategies.
- Prepares sales budget; monitors and approves expenses.
- Acts as company representative at trade association meetings.
- Perform other duties as assigned

Qualifications

Required Skills & Abilities

- Excellent verbal and written communication skills.
- Excellent sales and customer service skills with proven negotiation skills.
- Strong supervisory and leadership skills.
- Excellent organizational skills and attention to detail
- Proficient with Microsoft Office Suite or related software.

Education & Experience Required

- Bachelor's degree in Business, Business Administration, or related field, OR
- Comparable record of sales leadership experience required.
- At least three years of sales leadership experience required.
- Proven track record of growing and sustaining a team over an extended period of time

Physical Demands

- Prolonged periods of sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.

Hiring organization

Talent Advantage Group

Employment Type

Full-time

Date posted

02/01/2021