



Example of Sales Mgr Job Description

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Our company is growing rapidly and is hiring for a sales mgr. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales mgr

- Manage the day-to-day activity of a Medicare sales force within an assigned territory
 - Drive exceptional performance and develop action plans for future growth
 - Assist sales teams in lead generation through canvassing and working closely with community-based organizations, small businesses, faith-based organizations, business improvement districts and various city agencies
 - Demonstrate site development skills to his/her team, and assess their knowledge of all required expectations
 - Demonstrate how to develop and market sites and help them assess viable locations
 - Focus on obtaining the greatest efficiency to achieve the best results commensurate with the regulatory guidance
 - Maintain up to date knowledge of all new guidelines and ensure staff adherence
 - The manager is required to maintain an active Accident and Health License and comply with all Continuing Education courses as necessary
 - The manager is also responsible for developing the team and recruiting qualified Medicare sales representatives, while utilizing various interviewing skills, to assess talent and experience
 - Complete yearly evaluation forms using all coaching and observation forms documenting a representative's performance on a yearly basis
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- Relevant commercial or technical education
- Candidate must reside in the territory, which is British Columbia (Vancouver) or be willing to relocate into the territory to ensure travel is at a minimum
- Review and assess team performance
- 4 year University degree in Engineering is preferred
- Coach – Quickly uncover seller strengths and gaps and appropriately coach to those respective areas
- Accountability – Holds sellers and themselves accountable for high performance measurements, profitable revenue growth and consistent offer execution