



TeamWorld Corporate Programs Job Description

Job Title: Sales Manager
Department: Sales
Reporting to: President
Job Status: Salary/Exempt

Job Summary: TeamWorld is seeking a driven and energetic team player as a full-time Inside Sales Manager. We are a leading promotion products distributor servicing customer's world-wide. The ideal candidate will be a natural leader, teacher, and mentor who knows how to motivate and develop a high performing team while being positive and enthusiastic. We're seeking someone with a proven track record of building structure, improving sales processes and monitoring key performance metrics to deliver a great customer experience while achieving company growth.

Responsibilities

- Supervise, coach and lead team of Inside Sales professionals and Account Managers
- Provide on-going motivation and documented training of Inside Sales Team on selling techniques, methods, and procedures to ensure their success, utilizing best practices.
- Direct department activities to achieve sales goals
- Manage day-to-day performance of all sales team members and deliver reviews
- Establish and foster a culture built on great customer relationships and in-depth knowledge of our customers' business.
- Must be able to contribute to building of internal systems and processes
- Ability to lead through positive reinforcement, coaching, and mentoring.
- Build a customer-focused staff dedicated to great service and committed to consistent excellence.
- Continually identify areas of improvement to increase efficiency and productivity
- Create an environment of consistency through training, scripts, and automation focused around CRM software.
- Performs other duties, as assigned.

Requirements:

- Bachelor's Degree desired or equivalent of at least 3-5 years in a Sales role with responsibilities in managing a team in an inside sales environment
- Proven history of responsive, sense of urgency, and focus on results.
- Impeccable character and exemplary work ethic
- Strong interpersonal skills
- Exceptional written and oral communication skills
- Intrinsically motivated with a track record of self-development and continuous improvement.
- Expertise as a developer of people in all aspects of performance: communication, relationships, selling skills, utilization of tools, and conflict resolution.
- Excellent organizational and computer skills

- Excellent problem-solving skills with the ability to identify problem situations before they escalate
- Fluency in Salesforce/CRM systems as well as strong Microsoft Word, Excel and PowerPoint skills
- Ability to work in an extremely fast paced and deadline driven environment.
- Ability to multi-task and prioritize based on business needs.

This is a full-time salaried position with commission and benefits. Compensation will be commensurate with experience.