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Sales Manager

We are looking for a high-performing Sales Director to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be in charge of managing our product sales by developing business plans, meeting planned goals, and coordinating with our marketing on lead generation.

You will also be tasked with overseeing the activities and performance of your sales team by tracking sales goals, setting individual sales targets, and facilitate the ongoing training of your sales team. In order to succeed in this role, you will need excellent communication skills and the ability to lead a sales team.

Responsibilities:

- Achieve growth and hit sales targets by successfully managing sales team.
- Developing plans that covers sales, revenue and expense control.
- Owns 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.
- Understand our ideal customers and how they relate to our products.
- Promoting and setting platform for our brand.
- Coordinating with marketing on lead generation.
- Setting individual sales targets with the sales team.

Requirements:

- Bachelor's degree in business or related field.
- Experience in planning and implementing sales strategies.
- Experience in customer relationship management.
- Dedication to providing great customer service.
- Excellent mentoring, coaching and people management skills.
- Strong business sense and industry expertise.
- Ability to drive the sales process from plan to close.