

SALES MANAGER

Sales Department

POSITION: Sales Manager

JOB OVERVIEW

We are seeking an experienced Sales Manager to lead our sales team and drive revenue growth. The ideal candidate will have proven leadership skills and a track record of sales success.

KEY RESPONSIBILITIES

- Lead and manage sales team of 10+ representatives
- Develop and implement sales strategies to achieve targets
- Manage key accounts and build client relationships
- Analyze sales data and market trends
- Conduct sales training and performance reviews
- Collaborate with marketing on lead generation

QUALIFICATIONS

- Bachelor's degree in Business or related field
- 5+ years of sales experience with 2+ years in management
- Proven track record of meeting sales targets
- Experience with CRM systems (Salesforce preferred)
- Strong leadership and coaching skills

REQUIRED EXPERIENCE

- B2B sales experience
- Team management and development
- Sales strategy and planning
- Client relationship management