

Sales Manager Job Description



Wholesale Cell Phones Distribution

TG Wireless is a leading distributor of quality technology products to businesses across the globe; we operate in an ethical, straightforward and focused manner, to bring vibrant growth and financial security to our team and our clients.

We place an emphasis on operating with integrity, and a passion for what we do, ensuring we provide suitable solutions for our clients, and with a team spirit of respect, support, and collaboration.

- **Recruit & build** a skilled, motivated, and results driven sales force.
- **Coach, counsel, support & mentor** each sales rep to maximize their potential.
- **Meet with each individual sales rep** to set monthly objectives & goals and to create supporting plan of action.
- **Monitor daily performance** and compare results with objectives.
- **Track success rate** of each Rep with different types of leads.
- **Provide guidance to Rep's** on the overall selling process.
- **Manage & track results of** lead distribution.
- **Ensure sales team is projecting a unified marketing message** to customers.
- **Continuously improve** on sales and customer interaction processes.
- **Monitor & manage KPI's** for individual and sales team performance.
- **Make efforts to maximize sales strategy & profitability** for the long term.
- **Review & provide feedback on financial data** to track success of the sales department.
- **Reach out and Follow up** with inactive customers.
- **Advise management on maximizing customer relationships** and opportunities.

Requirements

- 3+ Years of **previous experience** as a sales manager.
- Experience with **CRM** solutions.
- Strong **positive coaching & motivational skills**.
- Good **communication and interpersonal skills**.
- Good **analytical skills**.
- Strong **conflict resolution** skills.
- Good understanding of **market and customer dynamics**.
- Ability to **operate in a fast paced and fluid market** environment.
- Ability to learn and **understand various forms of wireless technology** services, networks, and features.
- **Compensation:** Commensurate with experience.

Hollywood – FL

Please send your resume to: hr@tgwirelessgroup.com