



The Unstoppable Entrepreneur is looking for a high-performing Sales Manager to help us meet our customer acquisition and revenue growth targets in 2021 and beyond.

You will be responsible for maximizing our sales team potential, crafting sales plans and providing daily/real time updates to the upper management.

Sales manager will both sell, teach, coach and mentor the sales team. Modeling, setting the example, role playing and adding to the team curriculum.

Responsibilities

Achieve growth and hit sales targets by successfully managing the sales team in the day-to-day (This includes utilizing the lead generation happening through paid advertising while also driving organic lead generation and prospect referral goals).

Design and implement a strategic business plan that expands company's customer base and ensure its strong presence in the market

Own 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

Present sales, revenue and expenses reports and realistic forecasts to the management team

Identify emerging markets and market shifts while being fully aware of new products and competition status

Requirements

Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets



Track record of promotion from sales rep to management with demonstrated performance to budget and new client acquisition targets met

Committed to continuous education through workshops, seminars and conferences

Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization

Proven ability to drive the sales process from plan to close

Ability to sit in on rep consultations, coach to recordings of sales conversations and check for prospect feedback after sales meetings and use information to improve rep performance.

Strong business sense and industry expertise
Excellent mentoring, coaching and people management skills

Strong camera presentation skills- will be leading *Slaying Sales*

Want to become a member of our Dream Team now? Submit your resume, references and intro video* to recruiting@unstoppableentrepreneur.com

*Please record and send us an Introductory VIDEO of yourself. Video files, YouTube links or Vimeo links will be accepted. The video should be brief/under five minutes and should include the following: (1) What interests you about the accountability coach role and responsibilities. (2) Traits or skills do you have that are in accordance with the role. (3) Challenges you think may accompany the role. (4) Your personal objectives and how you will utilize this opportunity to achieve them. (5) Please share anything else you would like us to know about you.