

Sales Manager /Team Leader- Exciting opportunity for the right person with growing, dynamic full service office supply company in Tri-state area.

In this role you will lead a small team in a fast paced environment as you tackle a volume of prospect opportunities. We're looking for a manager who is passionate about developing people, satisfying customers and closing deals.

Responsibilities:

1. Build and lead a sales team in a B2B sales environment.
2. Manage a sales force that meets face-to-face with customers, including sales education and training.
3. Manage the growth of a business segment
4. Forecast sales activity, revenue achievement, and update prospect status in weekly sales meetings.
5. Maximize growth and profitability, while managing expenses and driving sales excellence.
6. Set short and long term sales strategies and evaluate effectiveness of current sales programs.
7. Recommend product or service enhancements to improve customer satisfaction and sales potential.

Requirements:

- Minimum of 10 years experience in a sales leadership role (leading at least 5 people) with B2B sales experience
- Desire to be the best and to excel is an absolute requirement
- Proven track record of over-achieving sales quotas
- BA/BS degree, or equivalent, required.
- Demonstrated leadership working with a team, strong commercial and relationship building skills and a proven track record for developing and growing sales.

Competitive compensation package including commission based on growth of teams' business.

Please contact:

Barbara Walters

The HR Advantage

bwalters@thehradv.com

516-992-5280