

Manager of Sales

JOB SUMMARY:

We are seeking an e-commerce-savvy, hands-on sales manager who has previously built an Inside Sales department, who has demonstrated experience with hiring, managing, motivating, and retaining an inside sales staff, who has created a repeatable, predictable sales process, and who has consistently met or exceeded their sales goals.

ESSENTIAL FUNCTIONS:

- Develops an organization within which the sales function is to be carried out.
- Develops sales goals and strategies in accordance with company-wide initiatives and directives, evaluating and implementing appropriate sales techniques to increase the department's sales volume and recommending products or service enhancements to improve customer satisfaction and sales potential.
- Is responsible for written policies and procedures for departmental operations.
- Hires and trains sales personnel.
- Provides ongoing supervision of sales staff including goal setting and monitoring of production.
- Increases sales volume by motivating sales team initiate and follow through direct-sales efforts.
- Coordinates the sales department with other departments in working toward common goals of the company.
- Coordinates the sales department with other departments to develop and implement an ongoing marketing effort.
- Holds periodic meetings with sales personnel explaining programs as to market penetration.
- Maintains reporting forms and proper business files.
- Review individual sales forecasts from sales representatives and develop composite quarterly and annual sales projections by product line.
- Review sales data bases regularly and forecasts of individual sales representatives, adjusting forecasts as business conditions dictate.

JOB QUALIFICATIONS:

- Effective business development experience with strong customer service skills, knowledge of customer service standards, products and procedures.
- A bachelor's degree in business administration, marketing or a related field or degree in progress combined with commensurate related experience required, MBA preferred.
- Internet/On-line Retail -sales experience with emphasis on consumer products.
- 5-6 years of management experience, directly or indirectly leading sales professionals, prior internet/on-line experience and metal detector product knowledge preferred.
- Prior experience in the preparation of sales analyses and forecasts.
- Effective business development experience with strong customer service skills, knowledge of customer service standards, products and procedures.
- Excellent written (both email and traditional) to prepare bulletins with clear answers to frequent customer questions and verbal communication skills (phone and direct face to face) and presentation skills to train team members.

- Ability to use computer and business/financial application software to monitor and prepare reports of department activities.
- Proficiency in use of Microsoft Word, PowerPoint, Outlook and Excel required.
- Attention to detail, excellent organizational skills, superior time management skills and ability to work with minimal supervision are essential.
- Must work well with cross-functional teams.
- Strong interpersonal and leadership skills.

KELLYCO – CULTURE AND BENEFITS

KELLYCO Metal Detectors, established in 1955, takes pride in being recognized as the global leader in metal detector distribution through the most popular website in the industry for its design and ease-of-use—we are the World's largest and oldest metal detector distributor/dealer. Our work environment is fast-paced, energized, informal and fun, but with a serious focus on quality, customer service, innovation, and an ongoing commitment to excellence. Benefits include medical/dental/vision for employee, life insurance, paid vacation time, personal days, sick leave and holidays, profit sharing plan and 401K with match, parking onsite, and more.

Job Location

Winter Springs, FL

Position Type

Full-Time/Regular