



Sales Manager

Location: remote

Permanent, Direct Hire

The Job

The Back to Base Sales Manager is accountable for managing all aspects of our Back to Base business, including employees (Account Managers) and customers.

Expectations include:

- Ensure full compliance with usage of tools such as CRM (SFDC), Quoting tools (Quosal/Sell), Teams, etc. (Including updating all customer fields in SFDC, logging of all activities and including all notes/descriptions within SFDC for all B2B team members).
- Attend required meetings, events, tradeshow as required by company or as volunteered by the person.
- Manage Account Manager Sales team, including but not limited to, monthly team meetings, 1:1's with reps, performance reviews, timecard approvals, reporting requirements, Quosal/SELL approvals, and necessary day to day activities.
- Hire, train and develop Account Manager team/members.
- Deal with customer and employees' issues as they arise.
- Approve employee timecards, vacation schedule, annual reviews, and performance appraisals.
- Develop training curriculum to achieve goals and develop team members.
- Achieve and exceed all goals for Back to Base Sales team.
- Develop initiatives to drive additional Back to Base Sales.
- Thoroughly communicate with direct management. Full Transparency.
- Work with internal departments to develop actionable items to achieve goals.
- Provide business plans to exceed goals, develop team, and grow B2B revenues/gross profits.
- Serve as subject matter expert in pre- and post-sales process (service, sales quoting, order code groups, advanced reporting)

Experience/Skills include:

- 6-10 years direct sales management experience with track record of success, preferably in the software industry
- Strong written and verbal communication skills
- Dealership experience a huge asset
- Strong organizational skills
- Proven experience building strong and successful sales teams

Travel: Up to, but not limited to, approximately 30% expected travel time. Depending on Covid Travel requirements.

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.