

OUR COMPANY SIZE: Less Than 100 People

JOB DESCRIPTION

Outside Sales Manager (Work Full-Time Or Part-Time)

This remote Sales Manager position requires the candidate to oversee an Outside Sales Team within an assigned territory. Candidates are required to have a home office that is equipped with a laptop or a computer.

Candidates must have reliable internet service at their home office and on their cell phones at all times during work hours. Candidates must have reliable means of transportation. We have sales management positions available in all the major cities throughout India. This position requires some traveling in the territory.

REQUIRED EXPERIENCE

- College Degree or equivalent experience working as a sales manager
- Minimum 2 plus years experience working as a sales manager

DUTIES AND RESPONSIBILITIES

Altekk Marketing is seeking experienced Sales Managers to oversee/manage an Outside Sales Team consisting of 20-plus sales representatives. This position reports to the Director Of Sales & Marketing. This is an Independent Contractor position that allows great flexibility regarding your work hours.

- Oversee the activities of the sales representatives in the assigned territory
- Recruit new sales reps, and terminate non-performing sales reps. Ensure the territory has no less than 22 sales reps at any given time
- Travel with the sales reps and meet with key decision-makers to find out how our products can meet the needs of their company
- Work closely with the Director of Sales & Marketing to achieve territory goals
- Attend marketing & business events in assigned territories to promote the company's brand in the community; & increase company visibility in the area
- Use the company-provided CRM Database to track the sales activity of the sales reps in your assigned territory; generate sales pipeline reports for discussion with each sales rep on your sales team; generate weekly reports from the CRM and follow up with sales reps on all canceled orders; address and resolve all customer related issues to a satisfactory outcome

OUTSIDE SALES MANAGER POSITION

DESIRED SKILL SETS

- Must have a **servant leadership mindset** to gain and maintain the respect of the sales team. Lead by example attitude when it comes to completing tasks
- Must be a natural-born leader and possess the ability to effectively lead the sales team to a successful outcome; have an extroverted personality
- Must have excellent verbal and written communication skills
- Must have the ability to build meaningful connections and rapport quickly
- Friendly outgoing personality; loves meeting new people; likes to smile a lot
- Must be able to multi-task and handle a variety of different tasks at a time
- Strong negotiation skills, good vocabulary, and must be a great listener
- Forward-thinking, proactive, dynamic, and performs well under pressure

COMPENSATION

Sales Managers can earn a lot of money **in commissions. each month in this position. Commissions** are earned from overrides from the sales activity of their sales reps. With the right leadership, the sales territory can yield great financial returns for the Sales Manager. This is a sales management position that provides 100% commission-based earnings.

To apply for a sales management, please visit us online: **www.altekk.com**