



INTERNAL JOB POSTING

JOB TITLE: National Sales Manager

DEPARTMENT: Sales

POSTING DATE: October 10, 2018

REPORTS TO: President

CLOSING DATE: November 10, 2018

SUMMARY OF POSITION

The National Sales Manager is responsible for implementing solutions-based sales and marketing strategies. Your leadership and direction will create an environment that fosters continual learning and motivation to exceed our sales targets. You will be responsible for training, coaching and monitoring the performance of your team members to ensure sales activity and objectives are met. This individual will work closely with the management team to identify and implement solutions into the existing sales process. This role will ensure the execution of Enercept's strategic sales objectives and market approach strategies. Consistently acts as a representative of Enercept, Inc. by personifying the company's values. Serves as a member of Enercept's management team.

JOB QUALIFICATIONS

- Prior experience in solutions-based selling or Inbound methodology.
- Strong leadership skills.
- Experience working and succeeding in a quota and goal driven environment.
- Creative thinker and problem solver.
- Willingness and ability travel.
- Engaging and social, with excellent listening skills. Must be able to work all scheduled hours which may include evenings and weekends.
- Bachelor's Degree or equivalent work experience preferred.
- Proficient in Microsoft Office Suite and CRM Database (Hubspot or Salesforce).
- Strong sales and marketing experience.
- Strong analytical and organizational skills.
- Knowledge of business and management principles and practices.
- Knowledge of strategic planning.

RESPONSIBILITIES

- Sales Performance – Set individual sales targets with sales team and drive sales performance, consistently execute on our solutions-based selling methodology and processes, manage the sales pipeline.
- Build and maintain an upbeat, positive culture that inspires a sense of urgency, constant innovation, teamwork, and strong commitment to individual and team accountability.
- Client Management – Supporting sales team to execute contracts, meet our client deliverables and maintain solid customer relationships throughout given territories.
- Employee Management – Hire, train, coach and develop a team of both sales and office personnel, review metrics, drive performance and promote career development and growth.
- Monitor customer preference to determine focus of sales efforts.
- Initiates and coordinates development of action plans to penetrate target markets.
- Develops a diverse sales strategy for the market that ensures attainment of company sales goals and profitability.
- Ensure correct usage of CRM and other sales applications.
- Keep current with Enercept's factory utilization, manufacturing costs, changing trends and competitive environment.
- Works with the sales team and marketing team to develop an effective inbound methodology model that develops leads and prospects.
- Schedule and lead weekly team meetings and one-on-one's with sales team members.
- Prepares action plans with the sales team to effectively close the sale.
- Works with sales team to develop dealer and builder networks.
- Ability to travel as required by the role (up to 30% of the time).
- Develops and monitors budget for Sales/Marketing.
- Prepares monthly and/or annual reports that provide sales figures to management, as well as reports that forecast expected future sales.
- Adheres to all company policies, procedures and business ethics.