FIELD SALES MANAGER

Job Description:

The Field Sales Manager (FSM) is accountable for the profitable achievement of sales objectives associated with the assigned market, segment, and sales team managed. The FSM i s responsible for their assigned team’s sales productivity, and directs their effort in order to have the greatest overall impact on company results. The FSM manages all aspects of running an efficient sales team, including hiring, supervising, coaching, disciplining, and motivating direct-report sales associates. A field position requires extensive traveling.

Job Responsibilities:

* Prioritizes coaching and performance management efforts to have the greatest overall impact on business results.
* Coordinates the involvement o f sales support personnel, including customer support, service, and management resources, so that team performance objectives and customers’ expectations are met.
* Proactively inspects sales activity and effort among sales associates managed, ensuring that the quality and quantity of sales effort meets company expectations.
* Identifies deficiencies in skills among sales associates managed, and works to improve individuals’ capabilities through coaching, development, and training.
* Recruits, hires, and develops associates, utilizing company human resources guidelines and support resources.
* Works with market management to ensure market-level strategic and business objectives are met by the sales team.
* Directs and supports the consistent implementation of company initiatives.
* Positively impacts the performance of individual sales team members by implementing and managing field support tools, including training programs, productivity initiatives, account and territory planning methodologies, and customer communication tools.
* Leads field forecasting efforts among the tea m managed, ensuring that accurate forecasts are completed on a timely basis
* Proactively assesses, clarifies, and validates customer requirements and satisfaction by engaging key customer accounts in conjunction with sales personnel managed.
* Provides a management-level point of contact for key customers.
* Builds and maintains strong customer relationships.
* Builds peer support and strong internal-companyrelationships with other key management personnel.
* Establishes productive relationship with field marketing based on frequent communication, collaboration, and the effective allocation of marketing investment i n the marketplace managed. Reports to the VP Sales.
* Directly manages a team of eight to 15 sales associates.
* Directs the support of sales specialists, implementation resources, service resources, and other sales and management resources as needed, coordinating with the appropriate management-level resources.
* Coordinates company executive involvement with customer management.
* Works closely with Customer Service and Field Marketing to ensure customer satisfaction, and high levels of field sales support

Job Qualifications:

* Bachelors in marketing or related field
* Masters in marketing or related field preferred
* Clean driving record
* Current unencumbered drivers license
* Experience as a Field Sales Manager

Opportunities as a Field Sales Manager are available for applicants without experience in which more than one Field Sales Manager is needed in an area such that an experienced Field Sales Manager will be present to mentor.

Job Skills Required:

* Willingness to travel
* Understanding of the sales and marketing industry
* Understanding of the company’s marketing needs
* Great interpersonal and communication skills
* Proven success in sales
* Business development and strategy implementation knowledge
* Strong leadership and decision making skills
* Ability to sell, manage and drive growth
* Excellent customer relationship management skills
* Ability to meet sales targets and production business goals
* Sense of ownership and pride in your performance and its impact on company’s success
* Critical thinker and problem-solving skills
* Team player
* Good time-management skills
* Great interpersonal and communication skills
* Familiarity with industry’s rules and regulations
* Ability to lead
* Ability to resolve interpersonnel issues