

SELLING SALES MANAGER

Booker Promotions has an immediate opening for a *Selling Sales Manager*. If you love a fast-paced, team-oriented work environment then we might just be the place for you! Booker is an imprinted promotional products distributor that assists its clients with creative, effective, and professional sales promotions.

The Selling Sales Manager will manage the entire sales cycle for their own book of business and a staff of account managers (AM) currently handling more than \$6 million. The primary responsibility is to lead by example in business retention and growing the book of business of the entire sales force. The Sales Manager reports directly to the leadership team.

Specific Job Responsibilities include:

- Mentor, challenge, and inspire AM to reach personal and professional goals beyond the scope of daily tasks through interaction and engagement in an environment that is healthy, respectful, and fun
- Develop sales goals and expectations for AM
- Provide guidance, training, and supervision of AM team to increase company book of business
- Maintain KPI performance of AM to gauge workload and insure success
- Create and execute sales strategy and marketing campaigns that align with company goals and vision
- Assist in recruit, interview and hire of AM
- Provide content and work with social media team
- Increase sales to your clients by providing outstanding responsiveness and service
- Proactively engage with your clients to determine needs and provide solutions
- Become a power user of our CRM system to stay organized and proactive
- Maintain a pulse on industry trends through attending conferences, trade shows, and seminars
- Active participation in weekly team meetings and training sessions

The successful candidate shall possess/be:

- Prior sales management experience
- Maintain their own book of business of at least \$500k
- The ability to build relationships with staff and clients in today's remote selling environment
- Self-motivated with a desire to grow sales and achieve corporate goals
- Highly detailed and organized with the ability to multitask many projects in a high paced, deadline oriented environment
- Reliable and trustworthy
- A positive and professional, can-do attitude
- Excellent communication skills and writing etiquette

- Strong computer skills with knowledge of CRM tools and typical promo industry software a plus

Salary and benefits:

- Base salary commensurate with experience
- A full range of health care benefits
- Company IRA with matching
- Vacation and paid holidays
- Training and mentorship
- Atlanta head office or remote position

For consideration, please submit a cover letter and resume to jobs@bookerpromo.com