

Manager of Sales & Engagement (Remote- preferred EST or CST Time Zones)

Pay Rate- \$70,000 Annual Salary + Commission.

This full-time Manager of Sales & Engagement is responsible for bringing a high level of expertise to Connections 4 Success's (C4S) day-to-day client business management/strategies, organizational development. This essential role is focused on the acquisition of new customers, growth of C4S business, and cultivation of C4S business relationships. This is a remote position can sit within the C4S local geographic area. Certain job responsibilities may require in-person or in office activities.

Essential Job Responsibilities:

Manager of Sales & Engagement primary responsibilities are to cultivate new clients through our target market prospecting, participating in and conducting capabilities briefing meetings, negotiation, and contract signing procedures for our target markets. This individual would also be responsible for maintaining healthy business relationships and engaging with target markets on our LinkedIn social platform.

- Act as point of contact for resolution and escalation of all key items with the client and internally dealing with sales and engagement.
- This individual will be tasked with independently developing and generating new leads through ongoing market research, cold calling, attending trade shows and meetings, following up on business referrals, and leveraging other potential lead sources.
- Ensure C4S's sales goals are being met according to the company's strategic priorities and annual goals.
- Align the C4S's team in marketing of C4S with brand language and key differentiators.
- Provides solutions to complex business problems for areas of responsibility where analysis of situations requires an in-depth knowledge of organizational objectives.
- Involved in setting strategic direction to establish near term sales and target clientele relationship.
- Interacts with senior management levels C4S's clients and or within C4S, which involves negotiating or influencing on significant matters.
- Has latitude in decision making and determining objectives and approaches to critical assignments.
- Manages self and or work efforts if in an individual contributor role at a client or within C4S.
- The Manager of Sales will also maintain a balanced pipeline of qualified sales opportunities and will use a defined sales process to track, monitor and close new and profitable business with the CEO and Technical Writer.

Specific Requirements:

- Must be able to travel up to 50%.
- Minimum of 5 years selling.
- Minimum of 5 years Sales Management experience.
- Minimum of 5 years Client Relationship and or delivery experience.
- Ability to meet tight deadlines.
- High level of confidentiality, trust, and autonomy with timely communication with senior leadership.

Professional Qualifications

- Bachelors' Degree required and 5+ years of prior sales experience.
- Previous experience building long-term relationships for continuous engagement and repeat business ventures.
- A proven track record of increasing revenue for an organization.
- Experience working on several client portfolios concurrently.
- Excellent communication skills and presentation capabilities, including the ability to present effectively before groups of potential customers.
- Proven ability to build, manage and foster client engagement.
- High energy level, sense of urgency, decisiveness, and ability to work well under pressure.
- Proficient in Microsoft Office Applications, Asana and Keap/Infusionsoft CRM.
- Experience working with senior leadership to align sales strategies and solutions, including excellent negotiation skills.
- Ability to calculate figures and amounts such as client costs, discounts and pricing, and impact to the bottom line.
- Experience with C Level client relationship building and relationship management.
- Excellent communication written and oral and interpersonal skills.
- Strong leadership, teamwork, collaboration, problem solving, and decision-making abilities.
- Professional of unquestionable integrity, credibility, and character.

Submit Completed Information to:

C4S@principlestrategies.com,

Attention: Marlo Thomas-Calloway, HR Manager

1. Resume in PDF format.
2. Cover Letter.
3. Five References.
4. Completed application.