

JD For Outside Sales Manager

Job Title: Outside Sales Manager

Company: [Company Name]

Location: [City, State]

Job Description:

We are seeking an experienced and results-driven Outside Sales Manager to lead and manage our outside sales team. The Outside Sales Manager will be responsible for developing and implementing sales strategies, building and managing a high-performing sales team, and achieving sales targets and goals through outside sales techniques. The Outside Sales Manager will play a critical role in driving the company's revenue by identifying new business opportunities and fostering strong relationships with key clients.

Key Responsibilities:

- Develop and implement sales strategies to achieve revenue and growth goals through outside sales techniques such as face-to-face meetings, cold calling, and networking events
- Build and manage a high-performing outside sales team, including hiring, training, and mentoring
- Set and monitor sales targets and KPIs for the team
- Stay current with industry trends and competitor activity to inform sales strategies
- Build and maintain relationships with key clients and partners
- Collaborate with other departments such as marketing and product development to drive growth
- Analyze sales data and provide regular reports on sales activity and forecasts
- Continuously improve sales processes and techniques through feedback and training
- Drive the company's revenue by identifying new business opportunities and fostering strong relationships with key clients through outside sales techniques

Technical Competency Requirements:

- In-depth knowledge of sales techniques and strategies

- Understanding of sales forecasting, pipeline management, and sales reporting
- Proficiency in CRM systems and sales automation tools
- Knowledge of market trends, competition, and industry regulations
- Ability to analyze sales data and make data-driven decisions
- Proficiency in Microsoft Office Suite and other relevant software

Behavioral Competency Requirements:

- Leadership and management skills to build and motivate a high-performing sales team
- Problem-solving and analytical skills to identify and resolve issues affecting sales performance
- Excellent communication and interpersonal abilities to build and maintain relationships with clients, team members, and stakeholders
- Results-oriented mindset with a proven ability to meet and exceed sales targets
- Flexibility and adaptability to work in a fast-paced environment
- Ability to work independently and as part of a team, collaborating with colleagues across different departments and locations.

Qualifications:

- Bachelor's degree in Sales, Business Administration, or related field
- Minimum of 5-7 years of sales experience, with at least 3 years in a sales management role
- Strong understanding of outside sales techniques and strategies
- Experience with CRM software is a plus
- Experience in the relevant industry is a plus
- Strong computer skills, including proficiency in Microsoft Office
- Proven track record of meeting and exceeding sales targets and goals