



<https://insigniaseo.com/digital-sales-manager-austin-tx/>

Digital Sales Manager- Austin, TX

Job Summary

Job Title: Digital Sales Manager

Job Location: Austin, Texas

Job Status: Permanent

Job Pay: \$70,000 - \$80,000 per year (Plus Commissions)

Job Summary

We are looking for a high-performing Digital Sales Manager to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative.

You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those with plans to the upper management.

Responsibilities

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensures its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

Requirements

- BS/MS degree in business administration or a related field
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Committed to continuing education through workshops, seminars, and conferences
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills

Other

IMPORTANT: Visit our Website before Applying, we want to make sure you know what we do. Thanks!

Employment Type

Full-Time

Virtual

Position-

Telecommute Optional

Job Area

Austin

Working Hours

Flexible

Base Salary

\$ 70,000 - \$ 80,000

Date posted

September 1, 2019

Valid through

December 31, 2019