REGIONAL COMMERCIAL SALES MANAGER (Denver CO)

Directly responsible for managing the day to day activities of commercial sales team for the Region which is a 6 state territory (SD, NE, CO, ID, WA and UT). Develops and implements customer growth strategies. Maintains key customer relationships. Manages and leads the commercial sales team. Trains and familiarize commercial sales reps with established policies and practices to ensure the team is equipped with the product knowledge, system and selling-skills. Assist commercial sales reps with complex sales negotiations. Works with Regional Manager and General Manger to drive customer satisfaction and resolve customer issues in a timely manner.

Responsibilities
• Manages and directs the day to day activities of commercial sales team within a region.
• Develops and implements customer growth strategies.
• Maintains key customer relationships.
• Works with the appropriate stakeholders to develop regional sales plan, forecasts and budgets.
• Communicates the mission and goals of the organization and region to commercial sales team.
• Ensures the team is equipped with the product knowledge, system and selling-skills.
• Evaluates staff performance and administers disciplinary actions consistent with company policy.
• Works collaboratively with Divisional Commerical Sales Director, Regional Managers and General Managers to define and share best practices and deliver solutions to commercial customers.
• Monitors performance results against plans by evaluating daily, weekly and monthly reports.
• Assist commercial sales reps with complex sales negotiations.
Education and Experience Requirements
• Bachelor's degree (BS/BA) from a four-year college or university or related work experience
• Two (2) years sales management experience in business-to-business sales
• Three (3) years proven sales track record in commercial sales

Knowledge, Skills, and Abilities
• Demonstrated knowledge of organizational policies and practices.
• Strong leadership skills
• Problem resolution and negotiation skills
• Excellent interpersonal communication skills
• Ability to collaborate and motivate others
• Ability to communicate with internal associates and external customers
• Ability to travel 60% of the time.

Disclaimer
The above statements are intended to describe the general nature and level of work being performed by associates assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

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