



Sales Manager

Role Mission:

To lead and inspire the sales team to achieve targets, develop strategic sales initiatives, and ensure customer satisfaction by fostering a culture of excellence and continuous improvement.

Key Responsibilities:

- Develop and implement sales strategies to achieve company goals.
- Manage and mentor Salespersons, providing support and training as needed.
- Monitor sales performance and analyze metrics to drive improvements.
- Coordinate with the Marketing team to generate leads and promote services.
- Report sales performance and progress to the General Manager.

Qualifications:

- Proven experience in sales management, preferably in landscaping or related fields.
- Strong leadership and team management skills.
- Excellent analytical and strategic thinking abilities.
- Ability to drive results and meet sales targets.
- Valid driver's license and reliable transportation.

Demonstrate the following values:

- **Serve Others:** Prioritize the needs of co-workers and customers, demonstrating a willingness to help with any task.
- **Empower Their Team:** Support colleagues by providing the necessary tools, training, and encouragement.
- **Show Compassion and Empathy:** Make time to listen to co-workers and clients, showing genuine interest and empathy towards their challenges.
- **Act with Integrity and Honesty:** Communicate transparently and uphold high ethical standards in all dealings.
- **Practice Humility and Teachability:** Admit mistakes and view them as opportunities for growth, continually seeking to improve.
- **Mentor and Develop Others:** Invest in the growth and development of team members, leading by example.
- **Engage in Acts of Service and Kindness:** Participate in community service and support co-workers through acts of kindness and recognition.

Benefits:

- Competitive salary with performance bonuses.
- Opportunities for career growth.
- Comprehensive benefits package.

How to Apply:

Please submit your resume and a cover letter detailing your management experience and sales accomplishments via the form [here](#).