

MVE GROUP



Sales Team Manager

MVE Group is seeking a full-time Sales Team Manager to join our growing company, helping to maximize the potential of our sales teams, and in turn helping us to meet our growth and revenue targets.

MVE Group is a multi-faceted company, with divisions catering to customers' needs in:

- Commercial and industrial electrical services
- Commercial and industrial solar photovoltaic systems
- Commercial and industrial energy-saving lighting retrofits
- Commercial, industrial, and residential security and fire protection

As the Sales Team Manager, you will be overseeing sales teams in all of these different divisions.

Benefits

- Competitive wages
- Paid holidays
- Vacation time
- Tool and uniform programs
- ESOP retirement account
- Health insurance
- Travel pay
- Cell phone

Pre-hire testing

- Applicants will be required to complete a pre-hire physical as well as pass a pre-hire drug test
- Valid driver's license required, and driver history will be checked
- Background check

Primary Responsibilities

- Help to maximize our sales team potential
- Develop sales plans, goals, and quotas
- Identify and drive best practices throughout the sales organization
- Design and implement a strategic business plan that expands the company's customer base and ensure its strong presence
- Monitor and communicate industry trends within our region by tracking local competitors.
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Develop and implement new sales initiatives
- Actively participate where appropriate in related trade organizations, to help build awareness
- Identify new business opportunities
- Network with vendors, suppliers and industry contacts
- Foster/enhance customer relationships as well as focus on further market penetration
- Work with internal resources such as marketing, and service, to develop resources to be used in the field
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly
- Mentor, develop, and upgrade the overall capabilities of the sales organization
- Assist sales representatives with maintaining relationships and negotiating and closing deals
- Ensure timely completion of estimates
- Conduct performance evaluations and provides feedback to management
- Maintain an in-depth knowledge base of product lines, services, and customer needs through training and research
- Over time, learn about all of MVE Group's products and services

Skills/Experience

- 5 Years experience in sales management, with proven leadership success
- Strong sales skills
- Experience in sales of electrical and/or security systems preferred
- Motivated and able to work with minimal supervision, cooperatively in a team environment
- Ability to think critically and creatively
- Strong verbal and written communication skills
- Outstanding presentation & interpersonal skills
- Exceptional and consistent customer service skills
- Proficient computer skills, and working knowledge of Microsoft programs