



WEBCO HR, Inc.

Let Experience be Your Guide

MANAGER SMB SALES – SAN FRANCISCO, CALIFORNIA

WEBCO HR, Inc. is seeking an Manager SMB Sales for one of our clients located in San Francisco, California.

SUMMARY:

In this role, you'll take complete control of hiring, training, and developing a successful sales team who are responsible for outside direct sales in a geographic area. Your leadership skills will be absolutely vital to your entire team's success as your income and theirs will depend on your team productivity. Your creation and monitoring of overall sales plans for your geographic area will enable your sales team to drive success against sales goals through the teams of Account Executives.

RESPONSIBILITIES:

- Increase market share and achieve and exceed performance targets related to subscribers, revenue, churn and CPGA. Meet or exceed overall sales quota for your assigned region.
- Implement key operational initiatives in the field while maintaining high ethical and procedural standards. Coordinate and run frequent sales meetings.
- Interview, hire, train, and develop a staff of successful Account Executives. Conduct ongoing mentoring/coaching in the field.
- Also responsible for other duties/projects as assigned by business management as needed.

REQUIREMENTS:

- High school diploma or equivalent.
- Less Than 2 Years: People Management Responsibilities.
- Less Than 2 Years: Telecommunications/Technical Sales.
- 4-7 Years: Verifiable New Customer Acquisition Sales Experience Within A Commissioned Environment.
- At least 18 years of age.
- A valid license, a clean driving record, and proof of insurance at your own cost is required

The company requires all employees in this position to be fully vaccinated for COVID-19 prior to starting work, unless precluded from doing so by applicable law. The CDC currently defines "fully vaccinated" as two weeks after the second dose for Pfizer and Moderna, and two weeks after the single dose of Johnson & Johnson. The company will require proof of vaccination prior to successful applicant's first day of work and will consider requests for exemption from this requirement during the offer phase (1) as a reasonable accommodation for medical reasons or sincerely held religious beliefs where the accommodation would not cause the company undue hardship or pose a direct threat to the health and safety of others, or (2) for other reasons under applicable law.

COMPENSATION:

- Base Salary
- Full Benefits
- Commission
- Bonus Eligible

THE COMPANY:

Our client is redefining the way consumers and businesses buy wireless services through leading product and service innovation. The Company's advanced nationwide 4G and 5G LTE networks deliver outstanding wireless experiences to 69.6 million customers who are unwilling to compromise on quality and value. Based in Bellevue, Washington, they provide services through its subsidiaries and operates its flagship brands.

WEBCO HR, Inc. is an Equal Opportunity Employer

APPLY