

Position: Sales Manager

Location: Bellevue, WA

Start Date: ASAP

### **Job Description**

The sales manager will work closely with Sales and Marketing management team to provide ongoing management and maintenance of the Marketing and Sales Operations team, our business systems, processes and data.

The successful candidate will be a highly motivated, detail, process and customer service oriented individual focused on meeting the needs of a growing and dynamic sales and marketing team by efficiencies and improvements. This position demands a high-level understanding of process and procedures that drive a successful sales organization.

This position will report to the General Manager.

### **Key responsibilities include**

- Contribute as part of a collaborative creative and metrics-based team to achieve lead capture/conversion and company revenue goals—Planning/Collaborative Marketing Calendar.
- Work directly with the General Manager and director to support follow up.
- Utilize knowledge of core marketing disciplines and expertise.
- Work with the Sales/Marketing team to research, validate, and organize prospect and market data.
- Planning regular updates to quotas, headcount and sales plans.

### **Position Responsibilities**

- Provides information and analysis essential for sales planning and target setting
- Communicates key process information, deadlines, task definition, impact, etc., to Sales

and Marketing groups.

**Skills & Experience**

- BA/BS in Sales/Marketing or equivalent
- 3 years of experience in Marketing or related area such as Sales/Inside Sales, Sales Operations.