

Senior Sales Manager

Job description

Cubigo's cloud-based solution enhances independent living for seniors. Its unique technology for staff, residents, and family to communicate on one platform enables streamlined access to services such as meals, activities, maintenance and transportation. It puts control in the consumer's hands and for our clients, lowers their total cost to serve. The company was launched in 2011, received \$6M in funding and has clients in the USA, Canada and Europe. Through our partnership with Apple Cubigo is one of the leading companies in the space.

We are looking for a high-performing and results-driven Senior Sales Manager to help us meet our customer acquisition and revenue growth targets while keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those plans to the upper management.

We are in a fast-paced growth environment. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way. If you are competitive, financially motivated and capable of teaching your strategies to a team while being in the forefront of an industry in change, we're excited to talk with you.

Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and markets; projecting expected sales volume and profit for existing and new products
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Contributes to team effort by accomplishing related results as needed
- Provide on-the-ground support for sales executives as they generate leads and close new deals
- Develop and implement new sales initiatives, strategies and programs

Skills & experiences:

- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent negotiation skills and strong decision-making abilities
- Excellent mentoring, coaching and people management skills
- Ability to lead a sale team
- 10+ years' B2B sales experience
- 4+ years in leadership sales position

Status:

Initially as independent contractor with a goal to become a full-time employee within 12 months upon success with our clients and in our firm.

[Click here for the application form](#)

EEOC Statement

Cubigo provides equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, pregnancy, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. In addition, Cubigo will provide reasonable accommodations for qualified individuals with disabilities.