

Department: Sales
Position: Sales Manager - USA
Location: USA

About Asavie and Sales

Asavie is an Equal Opportunity Employer that offers a competitive salary, benefits & the professional advantages of an environment that supports your development & recognizes your achievements. Asavie offers an inclusive environment where employees have the opportunity to succeed and diversity is embraced as a competitive advantage in the marketplace.

The passion that our people bring to their work extends to their private worlds, and Asavie encourages a healthy balance between the two.

Asavie Sales Department values training and education and is dedicated to providing the tools and training in support of our employee's professional development.

Is this role for you?

- Proven sales experience and success
- Natural leadership style with ability to build and develop a high performance sales team
- Motivator who encourages and inspires a creative work environment for their team
- Extremely organized individual who can deal with multiple business demands and deliver on time
- Comfortable traveling regularly
- Proud of personal integrity with a fun outlook

Our team of top talent wants your ideas and leadership!

Responsibilities:

- Manage an existing team and deliver results on a regional and national level
- Develop, communicate and execute sales plan across all regions
- Create team environment for remote workers with regular team interactions and knowledge sharing
- Create drive and maintain awareness of products through partner channels
- Coach and inspire individuals to achieve maximum performance and personal growth
- Assist in ongoing development of North American sales strategy
- Identify new channels/segments to widen market base for enhanced revenue and profit generation
- Drive usage of sales tools and relevant systems within the sales organization
- Promote an Asavie way of selling based on a consultative approach to sales activities

Requirements:

- Exceptional communication skills
- Ability to present to large groups in a concise, measured and confident manner
- Provide accurate forecast and pipeline management
- Quickly master and creatively utilize the sales tools and other IT systems in Asavie
- Demonstrated ability to effectively lead and motivate
- Demonstrated knowledge and passion for mobile communication
- High energy, team player who motivates and excites others
- Keen traveller, fly the world to get it done, wherever and whatever it takes
- Partnership builder who understands the value of good relationships
- Demonstrated sales experience, particularly solution selling
- 4-year degree desirable

How to Apply

If you think you have what it takes to really make a contribution in our company, then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.