

# Manager Sales Development

## Description

Are you ready to grow your career by leading an amazing group of people? Then Jobber might be the place for you! We're looking for a new Manager, Sales Development to join our incredible Sales department! Jobber exists to help people in small businesses be successful. We work with small home service businesses, like your local plumbers, painters, and landscapers, to transform the way service is delivered through technology. With Jobber they can quote, schedule, invoice, and collect payments from their customers, while providing an easy and professional customer experience. Running a small business today isn't like it used to be—the way we consume and deliver service is changing rapidly, technology is evolving, and customers expect more. That's why we put the power and flexibility in their hands to run their businesses how, where, and when they want! Our culture of transparency, inclusivity, collaboration, and innovation has been recognized by Great Place to Work, Canada's Most Admired Corporate Cultures, and more. Jobber has also been named on the Globe and Mail's Canada's Top Growing Companies list, and Deloitte Canada's Technology Fast 500®, Enterprise Fast 15, and Technology Fast 500® lists. With an Executive team that has over thirty years of industry experience of leading the way, we've come a long way from our first customer in 2011—but we've just scratched the surface of what we want to accomplish for our customers. The team: Our Inbound Sales team spends their day obsessing over our prospects, their businesses and delivering on our mission to make the people in small businesses more successful. This team lives the values of Be Humble, Be Supportive and Give a Shit in everything they do. They celebrate, motivate, and challenge each other daily. They are never satisfied, always looking for ways to improve their skills, reach more prospects, and drive success for their customers which is our ultimate goal. Supporting growth, development, and driving performance is where this role comes in. The role: As a People Leader on the sales team, you will lead a team in Inbound Sales. This team drives revenue and customer growth by turning qualified prospects into customers and advocates. As a frontline leader you will leverage your excellent communications skills, goal setting, sales acumen, and coaching prowess to drive performance in a high volume sales environment. You thrive in a high paced setting and will use your passion for sales to establish best practices, improve the sales process and meet and exceed sales goals and KPIs. As a Manager, Sales Development you will: Manage a team of 6-8+ and optimize results through effective performance management planning. This includes (but not limited to) 1:1s, real-time coaching, effective goal setting, documented career plans and any other creative programs you think will be impactful. In order to be successful, our employees need to clearly understand how to get there. Be accountable for team results and KPIs. You'll lead weekly meetings and provide updates on monthly/quarterly targets (as well as other key metrics) and highlight opportunities for improvement. You'll enhance our sales culture that values feedback and is highly data-driven. Collaborate with other sales leaders and partners (Sales Enablement, Sales Operations) to ensure all campaigns, product launches and customer initiatives are rolled-out effectively, with focus and a high-degree of alignment. Utilize previous experience to continue building a winning sales process that meets the needs of the small, mobile services business owner. Drive and encourage feedback loops to help amplify a sales environment focused on the customer and rooted in empathy. Analyze, communicate, re-communicate (and maybe even obsess a bit) over sales metrics and forecasting to understand if initiatives or programs are successful. Recruit, onboard and assist in optimizing sales training to reduce ramp-up time for new hires. Become an ambassador of our culture by being humble, supportive – and someone who truly gives a shit! To be

## Hiring organization

Jobber

## Job Location

Vancouver, British Columbia, Canada

## Base Salary

\$ 52500 - \$ 97500

## Date posted

May 9, 2024

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successful in this position, you will need: Demonstrated experience in sales management or team-lead experience. We want someone who cares about growing a high-performing team and making an impact on their people. Extensive experience working as a sales consultant/executive/account manager in a high volume, short cycle, B2B environment. A track record of ambitious career growth, exceeding targets and being able to motivate others to do the same. In order to train and lead a group, you need to have been there and done that. A strong understanding of Salesforce, excel spreadsheets and any other methodology of getting the data you need to be successful. To think big, yet manage the details. You can see the big picture, but are also laser focused on delivery and execution. A commitment and focus to coaching and development. The ability to identify strengths and opportunities in your team and understand how to best approach conversations around performance and professional development is important. Next level communication and relationship building abilities. We move fast, which means youâ??ll need to build a high degree of trust with peers and key stakeholders. Ability to communicate and articulate strategic ideas with executives and deliver on high-level concepts. An incredible passion for sales, our customer and a connection to our purpose – to help small businesses be more successful. Please mention the word \*\*PHENOMENAL\*\* and tag RMTUxLjgwLjE0My4yMDY= when applying to show you read the job post completely (#RMTUxLjgwLjE0My4yMDY=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)