

Manager International Sales Miami

Description

Who You Are You are hardworking, persistent, and a dependable natural leader who knows how to motivate and maintain a high performing team while being positive and enthusiastic. You love data – you only make decisions that are backed up by the numbers. You have a strong track record of exceeding results and iterating to improve processes. It truly excites you to grow a new business unit and solve real problems. This is an opportunity for you as an International Sales Manager to directly impact and move Justworks forward in our success as we expand our user-base and continue to grow the business. **Your Success Profile** **What You Will Work On** Hire and train high-performing salespeople according to company values and our sales methodology Manage day-to-day performance of all sales team members and deliver reviews Lead and schedule weekly team meetings with sales team and leadership Track sales team metrics and report data and forecasts to leadership on a regular basis Coach and develop direct reports Implement performance plans according to company procedure Embody company culture and maintain high sales employee engagement Meet predetermined team goals through the activities of direct reports Ensure correct usage of CRM and other sales applications Work with sales leadership to generate ideas for sales contests and motivational initiatives Collaborate across teams to support closing new business **How You Will Do Your Work** As a Manager, International Sales, how results are achieved is paramount for your success and ultimately result in our success as an organization. In this role, your foundational knowledge, skills, abilities and personal attributes are anchored in the following competencies: **Good judgment** – the exercise of critical thinking, analyzing and assessing problems and implications, identifying patterns, making connections of underlying issues, understanding risks and developing mitigation strategies, and taking ownership of the outcome. **Detail-oriented** – exercises extreme attention to detail; is thorough, accurate, organized, and productive and seeks to understand both the cause and effect of a situation. **Foundational sales knowledge** – the specific set of sales skills (prospecting, cold calling, nurturing, engaging, presenting, negotiating, closing etc) and knowledge (product, markets, trends, business etc) a person possesses to enact the exchange of value between a buyer and the vendor. **Results-driven** – consistently achieves results, even under difficult circumstances. **Clear communication** – the ability to articulate thoughts and express ideas effectively using oral, written, visual and non-verbal communication skills, as well as listening skills to gain understanding. In addition, all Justworkers focus on aligning their behaviors to our core values known as COGIS. It stands for: **Camaraderie** – Day to day you can be seen working together toward a higher purpose. You like to have fun. Youâ€™re an active listener, treat people respectfully, and have a strong desire to know and help others. **Openness** – Your default is to be open. You're willing to share information, understand other perspectives, and consider new possibilities. Youâ€™re curious, ask open questions, and are receptive to thoughts and feedback from others. **Grit** – You demonstrate grit by having the courage to commit and persevere. Youâ€™re committed, earnest, and dive in to get the job done well with a positive attitude. **Integrity** – Simply put, do what you say and say what you'll do. Youâ€™re honest and forthright, have a strong moral compass, and strive to match your words with your actions while leading by example. **Simplicity** – Be like Einstein: â€œEverything should be made as simple as possible, but no simpler.â€ **Qualifications** Minimum of 3 years in a sales representative role Minimum of 2 years or more of prior sales management experience Multi-language skills are a plus You love data – you make decisions that are backed up by the numbers You have strong interpersonal skills Exceptional written and oral communication skill Familiarity with forecasting Growth-mindset Hardworking,

Hiring organization

Justworks

Job Location

Miami, Florida, United States

Base Salary

\$ 50000 - \$ 90000

Date posted

May 25, 2024

[Apply Now](#)

persistent, and dependable Please mention the word ****CONCILIATORY**** and tag RMzQuODYuMTYzLjE1Mg== when applying to show you read the job post completely (#RMzQuODYuMTYzLjE1Mg==). 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