



OPTK Networks is looking for a Sales Manager who will exceed sales growth goals and objectives. A major focus of the position is to develop professional sales training and best practices to drive sales team to achieve sales objectives by building a culture and sales team that will inspire customers to work with OPTK Networks. The ideal candidate is passionate about giving the customer the best experience possible and ensures their team does the same. This position must have a desire to develop strong team relationships, maintain and follow strategic sales processes and oversee that sales move through to completion. This position is vital to the overall sales team success, maintaining and increasing revenues for the company.

Primary Responsibilities

- Lead and inspire the Inside Sales team to achieve the overall sales quota
- Recruit, manage, and train a team of 5 – 8 sales reps
- Focus on building a strong sales culture by coaching, training, and managing each team member to achieve their goals
- Tracks, monitors, and manages sales teams accounts to ensure they are able to achievement of sales goals
- Takes appropriate action to communicate and proactively address business issue.
- Work with sales leadership team to create strategies and processes for prospecting and driving new business
- Update sales team on new marketing initiatives and lead generation opportunities
- Provide customer, competitor, and market intelligence to leadership team to improve the organization's insights and expertise.
- Develop strong working relationships with cross functional team members in pricing, solutions engineering, and operations by building credibility and understanding varied perspectives on issues and opportunities.
- Responsible for creating and maintaining the best customer experience possible through sales training and coaching.
- Help the sales team in renegotiating contracts
- Conduct regular team meetings and 1-on-1 meetings with your team
- Clearly demonstrates can-do attitude toward supporting new initiatives designed to meet customer needs.
- Proactive problem-solving approach is necessary to overcome obstacles for customer compliance, growth, and profitability.
- Participates in special projects and performs additional duties as required.

Qualifications

- 1-3 years of experience in sales management or coaching
- High-level written and verbal communications skills
- Fundamental understanding of fiber optic design principles and implementation is a plus.
- Proficient in Salesforce a plus.

Company Benefits

- OTE \$110k-\$125k

OPTK Networks is an Equal Opportunity Employer



- Company 401(k) match up to 6%
- Paid Holidays and Vacation Days
- Health, Vision, and Dental Insurance