

Position Title: Sales Manager-Financial Services Tele-Marketing

Position Summary: This is a key leadership position reporting directly to the Vice President. Position is responsible for implementing sales strategies that exceed the sales plan, as well as promoting teamwork and quality excellence. The Sales Manager will provide leadership, support, vision, and guidance for direct reports.

Position Responsibilities:

- Work cooperatively with the Leadership Team to implement sales efforts to drive results that exceed projections.
- Evaluate and implement strategies with real time tactics addressing sales opportunities.
- Act as the primary point of contact for customers. Explain the asset recovery process, answer questions, and coordinate the processing of documentation necessary to facilitate the transfer of title for unclaimed property. Direct activities of Customer Relationship Managers to ensure revenue goals are being met.
- Conduct regular follow-up with customers. Ensure timely adjustment of sales programs to meet changing marketing conditions.
- Develop, evaluate and implement new sales offers and incentive programs.
- Develop and implement selling skills and performance improvement training.
- Development and implementation of incentive programs to inspire success.
- Review, analyze and develop reports including sales, production, cost per sale, etc. relative to budgeted goals.
- Work with the Vice President to develop sales strategies.
- Foster a positive work environment that encourages and promotes valuing diversity and equal opportunity in order to maximize contributions.

Position Qualifications:

- Minimum 5 years direct Telemarketing Sales experience, supervision and management is required.

- Financial Services Experience.
- Develop and implement Telemarketing Sales Training and Performance Enhancement Programs.
- Must be multi-task oriented and able to juggle several projects at once.
- Proficient computer skills required include Microsoft Word and Excel.
- Must possess strong cognitive skills including problem analysis and decision-making,
- Able to demonstrate previous success in a consultative sales environment. Excellent motivational and leadership skills required.
- Financial services experience is a plus. Must possess excellent written and oral communication skills.
- Ability to deal with ambiguity and switch gears quickly as necessary.

To Apply please send your resume to: hr@equisearchinc.com

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