



## CONSTRUCTION SOFTWARE TECHNOLOGIES JOB DESCRIPTION

JOB SPECIFICS			
Position Title:	IPR Sub-Sales Manager	Location:	Home Office
Reports To:	Executive Vice President of Sales	Exemption Status:	Salary Exempt
Department/Division:	IPR Sales	Travel:	10-15%
Department Manager Approval		Date Modified:	2/23/2010
Human Resources Approval		Date Approved:	

### Position Purpose:

The objective of this position is to lead, coach, mentor, and support 10 sub sales representative's efforts to sell subcontractors and suppliers access to IPR in their market(s) of interest. This group will be focused on quickly responding to inbound leads as well as conducting outbound cold calls. This position is accountable for maintaining department records on a daily basis. This includes daily call volume activity, talk time, and Salesforce documentation, and also management of a forecast for the group. The focus of the role is motivating, training, supporting, and assisting in closing sales across the team...utilizing Sandler and other iSqFt adopted sales techniques to solidify the team's progress in developing their pipeline and ultimately selling new customers.

### Essential Duties & Responsibilities:

Drive needs-based (customer input) and consultative selling techniques (Sandler) to determine product and service needs for both new and ongoing accounts/prospects.

Assure timely response to all in-bound leads distributed to his/her sales team.

Lead & train sales representatives to introduce new iSqFt products to targeted prospects.

Conduct training as it relates to inbound lead follow-up and inside (proactive) cold calling sales skills, sales techniques and product knowledge. This will include ongoing call monitoring and taping for training and quality purposes.

Assist representatives in identifying prospect's product needs, and jointly develop solutions for the customer.

Provide appropriate input to Senior Management to develop and or adjust the focus of selling efforts in this group.

Maintain customer databases of potential customers in Salesforce.



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Motivate and manage the team to develop new accounts through sound pipeline management, inbound lead followup, and cold calling against assigned lists of prospects.

To handle basic leadership and supervisor tasks for the sales team. Examples of these tasks would be monitoring sales performance, PTO requests, validating sales, addressing and resolving content issues with the appropriate individuals, providing coaching, mentoring and training for new and experienced sales representatives, web seminar coordination and other general leadership duties as deemed necessary.

### Essential Knowledge, Skills & Abilities:

Must have:

- Excellent communication skills, both verbal and written,
- High level of initiative,
- Good interpersonal skills,
- Excellent organizational skills,
- Ability to work in team environment,
- A demonstrated winning attitude and high energy level

Must be able to demonstrate software and office skills proficiency.

Must be able to meet established sales goals and objectives on a continuing, regular basis as determined by management. Inability to achieve these goals and objectives over specified period of time will result in corrective action, training, other measures or even eventual transfer of assignment or termination

### Experience and Educational Requirements:

Must have a high school diploma.....College degree preferred.

Must have 4 - 6 years direct inside selling experience with some experience in a leadership or supervisor role.

Desirable qualifications: 2 - 4 years direct sales experience at iSqFt (or similar company) with a demonstrated and consistent track record of "top ten" performance

### Physical Demands & Work Environment:

General Office Work

### Reporting to this position:

Executive Vice President of Sales

TO APPLY FOR THIS POSITION PLEASE USE THE FOLLOWING LINK:

<https://home.eease.adp.com/recruit/?id=494413>

If you need assistance please feel free to contact us at 513-645-8004