

Outbound Excellence

Outbound Sales Manager - Job Description

Results Measurement

1. **Revenue & Margin Goals** = To Budget / PDW
2. **Customer Contact** = Minimum Of 3:30
3. **Presentations** = Minimum Of 8
4. **Average Contact Time** = Minimum Of 2.47
5. **# Of Target Contacts** = Average Of 2.5 Per Account
6. **Total Number Of Buying Accounts** – To Budget / PDW
7. **# Of Orders** = To Budget / PDW
8. **Call Blitz (Prospect)** = First 90 Minutes Of Every Day
9. **% Of Accounts Contacted** = 100% Every Month
10. **E-Mail Addresses** = 90% (DNS Flags Set)
11. **Call Coaching** = To Performance Development Worksheet
12. **Account Development** = To Performance Development Worksheet
13. **Customer Contact Notes** = Current Call + Next Call Planned
14. **Follow-Up On Open Quotes & Open Orders** = Minimum Of 90%
15. **Follow-Up On Shipped Orders** = Minimum Of 90%
16. **# Of Account Executives Selling** = Minimum Of 16
17. **# Of Turnovers** = 1 Per Quarter (Based On 16 AE's)
18. **Turnover %** = Maximum Of 25% Annual Turnover Rate

Minimum Qualifications

- ü **5 Years Of Outbound Sales Experience**
- ü **3 Years Of Outbound Sales Management Experience**
- ü **Ability To Meet Performance Goals**
- ü **Excellent Coaching / Development Skills**
- ü **Steady Employment History**
- ü **Meets Ideal Sales Management Profile**
- ü **Passes Computer Based Skills Testing**
- ü **Passes Sales Management Skills Testing**
- ü **Passes Prospecting Exercise**
- ü **Passes Business Plan Exercise**
- ü **Strong Values And Work Ethic**
- ü **Commitment To Achieving Excellence**
- ü **Good Culture Fit / Team Player**
- ü **Ability To Work Well With Little Or No Supervision**
- ü **Strong Communication Skills (Written And Verbal)**
- ü **Ability To Maintain Confidential Information**
- ü **Ability To Work Well Under Pressure**
- ü **Excellent Prioritization Skills**
- ü **Bachelor Degree Or Equivalent**