

Sales Manager

Location: Sydney, NS

Term: Full Time, Permanent

Anticipated Start Date: As Soon As Possible

We are seeking a skilled **Sales Manager** to join the team in Sydney, Nova Scotia. **Be part of a company that is growing and filled with *BIG* opportunities.** This role is an exciting opportunity for an energetic individual to work in a positive, innovative and fast-paced environment. If you thrive on leading with a vision, this role is perfect for you!

- Join a team that is revolutionizing the data storage industry by offering high performance open enterprise storage solutions at whole new price point.
- Find an outlet for your energy and professionalism! Discover the intrinsic and extrinsic rewards of a position where you can combine your leadership skills, hard work, discipline, and your knowledge of sales processes, in order to make your team members successful, and contribute to propelling the entire organization forward.
- Help train team members on new strategies, techniques, set goals, and adjust performance while developing processes that drive sales.
- 45 Drives is a team effort, so get ready to work with many different departments! (This doesn't just mean meetings; we like to have fun and socialize after work too!)
- Live and work in a community with quick commutes, affordable homes on generous plots of land, beautiful scenery, and friendly people.
- Be rewarded with a competitive annual salary and bonus structure, as well as great benefits, including medical, dental, pension plan, and more.

45Drives are the #1 Leaders in Open Enterprise Storage

Our customers range from small start-up companies to industry leaders looking for a non-proprietary storage solution. They work in various industries, from video surveillance, video post-production, health care, science, government, law enforcement, and cloud-based services. We work with some people cool customers including Linus Tech Tips, HBO, Google, Apple, Intel, Amazon, the US Navy and more!

Here at 45Drives we *don't* follow the same legacy business models as other data server companies. In an industry where standard IT practices are strictly timed, automated, and impersonal - our team solves real enterprise level storage problems while putting our customers at the core of everything we do. We measure our success by the number of customers that come to us and walk away happy with one of our many storage solutions - and we like to have fun while we do it!

About the Opportunity

The main objective of our **Sales Manager** is to ensure that we meet our targets for growth in revenue. This is achieved by making the group successful, which only happens when you make its members successful. This happens when the sales manager provides leadership to the group, and sets up all the conditions required for this to happen.

In this role, you will be expected to:

- Oversee all aspects of the sales department as a senior operational manager of a mission critical group.
- Manage people, processes, and execute projects, in that order of priority.
- Set up the conditions for our inside sales representatives (referred to as account managers) to succeed.
- Own the operation of our CRM to support sales activities and track performance
- Communicate performance and maintaining accountability for the mission critical role that account managers play in our organization.
- Manage our investments in ongoing training to improve skill sets, and ensure the organization gets a return.
- Manage the sales group's interactions with our ISO 9001 quality system by maintaining procedures and procedural compliance.
- Effectively plan and set sales goals, by analyzing data on past performance, and projecting future performance.
- Ensure that the sales department works cross-functionally with other departments. For example, collaboration with marketing to generate new lead sources and expand the target customer base, or with R&D to communicate customer trends, and the Support Department to assist with any concerns that may arise.
- Coach individual sales representatives one-on-one to help them improve sales performance
- Ensure sales works as a positive cohesive unit, supporting each other and sharing best practices.

To succeed you must be a **self-motivated continual learner**, with a keen interest in relevant online courses, books, blogs, podcasts and more.

Qualifications:

- Post-secondary education in a relevant field
- Three or more years' experience in a sales leadership role, ideally in a computer or electronics field
- Ability to think on your feet and take initiative

- A strong sense of ownership and responsibility, detail orientation, and time management skills.
- People-driven personality with a strong emotional quotient.
- Willingness to learn new things and adopt new technology
- Ability to travel (including cross-border) several times a year
- Criminal record check and security clearance

About the Benefits

A compensation package consisting of salary and performance-based bonus structure with a total compensation target ranging from \$88,000 to \$102,000, depending on experience. You will also enjoy the following benefits:

- Medical, Dental, Life Insurance and Group Insurance Benefits after six months
- Two weeks' vacation (three weeks' vacation at three years of employment; four weeks' vacation at five years)
- Opportunity for advancement in comp, driven by group sales performance
- Company Pension Plan and cost-shared YMCA membership after six months
- Upon joining 45 Drives, you will find a supportive team that encourages professional development.
- Team building seasonal BBQs, learning lunches and staff events.

How to Apply:

- Email your resume and cover letter to employment@45drives.com (please be sure to specify: "45 Drives – Account Manager" in the subject line)
- Drop off your resume at Protocase Building 1 – 46 Wabana Court in Sydney, NS