



# 45 Drives

Storage Solutions By Storage Experts

**Sales Team Lead**

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**Location: Sydney, NS**

**Term: Full Time, Permanent**

**Anticipated Start Date: April 4th 2022**

## **About 45 Drives**

*45 Drives* is a division of Protocase that develops, manufactures, markets, and sells ultra-large, customizable storage servers. 45 Drives is highly differentiated from mainstream computer manufacturers due to its open designs and relationships with the open-source software community. The company stays true to its community roots in its product development, technical support, marketing, and business practices.

To learn more, visit <http://www.45drives.com>.

## **WHY 45Drives?**

Full disclosure, we work a little differently around here. This isn't another job where you punch in and punch out, we come to work everyday because we wish to earn a living in a meaningful way.

We believe too many people exist without finding joy and meaning in their everyday jobs. We spend at least 1/3 of our lives working, so to do this and not be fulfilled or find purpose is just wrong.

At Protocase we create workplaces where our people want to come to work in the morning and feel good when they go home at the end of the day. Does this sound like something you would like to be part of and help grow?

It only exists and thrives because each of us contributes in our own way. We are extremely fortunate to have an amazing group of customers who first of all, appreciate what we do for them, secondly work on projects that are literally changing the world and thirdly...and most importantly, voluntarily choose to buy from us.

## Our Ethical Guidelines

- Our customers are #1
- Help Others Succeed
- Build and Maintain Functional Relationships with Everyone
- Trust
- Openness, Honesty and Transparency
- Respect
- Common Sense

## About the Opportunity

This position is best suited for somebody who is passionate about sales and sales people. In this role you will be able to narrow the focus in sales coaching to discuss strategic and tactical sales skills. Our mission, to serve our customer, company and employee, must be the driving force behind all decisions you make. Your Sales Team is your responsibility and the goal is to make everyone successful. You know the sales narrative inside out, and share it regularly with your team.

### Responsibilities:

- **Openness, Honesty, Trust and Respect** are the pillars of our company and it is important to instill this in everyone around you.
- Tracking and reporting all sales issues; including what solutions you provided
- Ensuring procedural compliance and reporting where procedures can be improved
- Coaching the sales team on the spot and with scheduled sessions
- Holding Pipeline Review and 1-1 meetings with each team member weekly
- Managing the NCR process
- Assisting the Sales Manager with sales strategy development and implementation.
- Assisting the Sales Manager with staffing projections
- Preparing Sales Reports

### Growth Responsibilities

The Sales Lead is responsible for effective sales growth through coaching and motivating the sales team. The performance metric for this is calculated Gross Profit invoiced vs target Gross Profit invoiced.

### About the Benefits

Besides a salary (and performance-based bonus structure) that ranges between \$40,000 and \$60,000 (for 40-48 hours per week), you will also enjoy the following benefits:

- Medical, Dental, Life Insurance, Group Insurance Benefits, cost-shared YMCA membership and Pension Plan (RRSP and DPSP) at six months of employment
- Two weeks' vacation (three weeks' vacation at three years of employment; four weeks' vacation at five years)
- Regular social events including seasonal parties and monthly lunches (when time permits)

Although our business is growing, our team remains supportive, inclusive and tight-knit. Continuous improvement has always underpinned our success and we actively foster an environment of open communication, creative collaboration and the sharing of ideas.

### Follow the link to apply!

<https://protocase.bamboohr.com/jobs/view.php?id=71&source=other>