*This position can be based out of New Jersey or Virginia*

We are seeking seasoned, aggressive, high-energy Area Sales Managers who are able to recruit, train, and manage a strong sales team in our retail and field event locations across the country! If you have the correct blend of experience, passion, and a “make it happen” mentality then contact us today!

To learn more about RBD, please visit www.retailbusinessdevelopment.com

**Position Summary**

This is an exciting position for an aggressive sales leader who thrives on challenges. The Area Sales Manager is responsible for driving business performance through ongoing recruiting, effective hiring, training, and inspection of the activities of their store locations and personnel. The Area Sales Manager must motivate their sales teams to exceed all sales goals, maintain excellent communications across all levels of the Company and our partners, and manage the operational issues associated with the business.

**Key Responsibilities**

- Manage multiple Team Leaders across a large geographical area. Typical Area size will normally include up to 40 employees and 5 Managers.
- Drive performance by increasing sales volume and improving the quality of the sales force that operates both inside and outside of our retail locations.
- Provides leadership by instilling passion and direction through coaching and development of a cohesive team.
- Recruits, hires, and trains superior talent. Understands the developmental needs of their sales force and implements ongoing plans for improvement.
- Reviews and analyzes key performance indicators (KPI’s) including sales reports, payroll reports, store schedules, activity planners, etc.
- Looks for performance gaps and comes up with creative solutions to increase sales and solve business challenges.

**Key Skills and Behaviors**

- Exceptional management skills – Must have a proven track record of driving successful business results at retail locations and through sales activities that take place outside of the store.
- Takes ownership of the business - Ability to seek opportunities to develop individuals and to keep the team focused on achievement.
- Results oriented with strong business and sales acumen - Must enjoy working in a high performance culture.
• Strong verbal and written communication skills – Ability to sell ideas and to influence others.
• Decisive and forthright – Must have the ability to work with minimal supervision and to make the appropriate decisions in order to attain business objectives.
• Wireless or CE experience a Big Plus!!!
• Minimum of 5 years experience driving sales through managing multi-unit retail and/or managing a B2B/B2C sales force.

Additional Qualifications

• Proficient with Microsoft Office
• Ability to work weekends and evenings
• Bi Lingual (preferred/not required)

Compensation

• Competitive Base Salary
• Monthly Bonus on Achievement
• Contests and Recognition Programs
• Car and Cell Phone Allowances

Don’t waste your potential another day, apply today and start earning more tomorrow!!!

“Choose a job you love, and you will never have to work a day in your life.”
- Confucius

Apply Here: http://www.Click2Apply.net/rd3xm9x