



## **Sales Manager**

### **Our Company:**

GenComm is the Midwest's premier provider of public safety communication solutions. At GenComm, the integrity of our people, products and services is evident throughout the organization and found within every customer interaction. Public institutions and private businesses partner with GenComm because they trust our team of experts to meet their diverse communication needs.

### **Job Brief:**

GenComm is seeking an experienced leader to manage inside and outside sales team members. This leader will provide supervision, coaching, and product expertise to members to ensure that strong, positive relationships with current customers are maintained and new business is developed.

The Sales Manager will work under the direct supervision of the Vice President of Sales and Operations. The base location for this position will be the Madison, WI office, with the requirement to work between the other offices as necessary.

### **Duties/responsibilities include but are not limited to:**

- Coach the sales team on best practices to ensure professional and organizational success.
- Develop and implement sales process best practices.
- Identify new market opportunities and implement strategies to increase profitability.
- Leverage marketing opportunities to increase customer awareness of product line.
- Regularly attend management meetings to provide updates on significant opportunities and sales.
- Develop and maintain positive relationships with product manufacturers and suppliers.
- Keep current on developments and opportunities within the industry.
- Assist sales team members with technical knowledge related to the product line, including two-way radios and emergency vehicle equipment.



- Ensure sales team members are communicating accurate information to customers and are providing thorough quotations.
- Work closely with the Installation and Service managers to coordinate and manage projects.
- Network and meet regularly with existing and potential customers to increase sales.
- Always provide positive internal and external representation of the Company
- Other duties as assigned.

**Qualifications:**

- Demonstrated ability to successfully manage a team.
- Proven work experience in sales management is preferred.
- Demonstrated ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level.
- Solid experience with CRM, ERP software, and MS Office Suite.
- Excellent listening, negotiation, and presentation skills.
- Strong verbal and written communication skills.
- Must be able to successfully pass a background check and drug test
- Must have valid driver's license.

**Benefits:**

- Competitive compensation
- Competitive Health Care and Dental Plan
- Life & Disability Insurance
- Comprehensive 401(k) with Company Match
- Paid leave and vacation
- Fun and friendly atmosphere

**Job Type:** Full-time

**How to Apply:** Please send resume to [mark.stanmeyer@gencomm.com](mailto:mark.stanmeyer@gencomm.com)



## CORE VALUES

## MISSION STATEMENT



GenComm keeps people safe by providing reliable communication solutions, supported by responsive customer service, dependable expertise and a commitment to integrity.

**“GenComm is an Equal Employment Opportunity/Affirmative Action Employer”**