



Live Edge Design™

Sales Manager Position

March 17, 2023

Live Edge Design is a local, employee-owned company with the core values of quality, sustainability and long-lasting relationships for the past 17 years.

Live Edge Design builds custom-made woodwork solutions for the design industry and ships them worldwide to luxury homes and resorts.

You can have a seat at the table in creating the future of Live Edge Design.

We're searching for a Sales Manager.

If you're looking for a great place to work with incredible company culture, send us your resume! Are you a person looking for a relationship focussed sales career with the opportunity for growth and leadership?

Key Responsibilities:

Collaborates with the Chief Marketing and Sales Officer (CMSO) in establishing and recommending the most realistic sales goals for the company.

Manages sales area and advises on product mix to maximize sales revenues and meet corporate objectives.

Establishes and manages effective programs to recruit, compensate, coach, appraise and train sales personnel.

Performs sales activities and negotiates discounts in consultation with the General Manager and CMSO.

Accurately forecasts annual, quarterly, and monthly revenue streams.

Collaborates with the CMSO to develop specific plans to ensure revenue growth and increased market share in all company's products.

Develop, plan, and implement specific plans and campaigns with the CMSO to ensure revenue growth in all company's products, ensuring Sales staff has all necessary information and materials.

Reviews quarterly results reports and assessments of sales staff's productivity.

Coordinates proper company resources to ensure efficient and stable sales results.

Formulates all sales policies, practices, and procedures.

Assists sales personnel in establishing personal contact and rapport with top echelon Decision-makers.

Collaborates with CMSO to develop sales strategies to improve market share in all product lines.

Collaborates with CMSO to establish and control budgets for sales promotion and trade show expenses.

Reviews expenses and recommends economies.

Holds regular meetings with sales staff.

Experience:

2-5 years of Sales and Leadership experience needed.

Furniture or design experience would be a huge asset.

Communication and computer skills

Benefits:

At Live Edge Design we offer competitive wages and a medical/dental/vision plan after 3 months.

Work/Life balance is monitored and flexibility is promised.

We invest in your wellness.

Staff appreciation events.

Bonus incentive after 3 months.

Salary starting at \$25.00 hrs as per experience.