



JOIN OUR TEAM!

Sales Manager, Westman Business - Brandon, MB

WESTMAN COMMUNICATIONS GROUP is seeking applications from energetic, highly motivated professionals to become part of our team. Westman is a successful, fast-paced, and dynamic organization, with a positive, team-oriented work environment. We offer competitive compensation including a comprehensive and unique benefits package. Leverage your knowledge with a local technology leader.

Reporting to the Director, Westman Business, the Sales Manager, Westman Business is responsible for leading the promotion of the commercial and wholesale market products and services of Westman Communications Group. Other responsibilities include: the management of day-to-day operations as it relates to the sales and the implementation of services of Westman Business to maximize long term growth and profitability; fulfill the requirements indicated in designated performance areas as well as working with other members of the Westman Communications Group team to achieve long term goals and objectives; and assist in the development of strategies to ensure that products, services, and pricing will be relevant and allowed for continued growth and success.

What you'll do:

- Collaborate with the Director, Westman Business to prepare business plans and develop pricing and packaging (including sales projections and budgets) for all commercial services.
- Manage all resources efficiently and effectively including the Salesforce CRM tool to maximize profitability of Westman Business.
- Cooperate with leadership teams in other departments to contribute to the development of promotions for commercial services, propose new business opportunities, ensure infrastructure and contractual requirements are in place, and develop client proposals.
- Develop and maintain a sales reporting program for salespeople outlining activity and results and define and manage sales objectives for staff that reflect Westman's corporate business plan and overall budget.
- Identify and expand processes and procedures required for effective sales lead generation, including tracking and follow-up as well as offer solutions and advice when necessary.
- Manage the approval of all purchase orders and authorization of all invoices related to the department's budget in accordance with company policy.
- Create a productive and encouraging environment that motivates staff to provide exceptional customer service and foster feedback on ways to improve efficiency or new business opportunities.
- Identify and facilitate training as well as mentor others to ensure personal growth and development.
- Contribute to the definition and achievement of corporate goals and objectives in the Business Plan and identify ideas and opportunities for Westman Business Solutions.

- Continue to build Wholesale Business revenue by engaging with and prospecting for new carrier relationships while maintaining positive relationships with major carriers in the Westman Region.
- Participate in other duties as assigned or as necessity dictates.

What you'll bring to the team:

- Post-secondary degree in Business, Information Technology and/or a related field with a minimum of 10 years in a telecommunication services field as well as a minimum of 5 years of sales management experience in a telecommunication services field or equivalent.
- Strong organizational skills including analytical, problem solving, and planning, with a strong attention to detail.
- Proficient team collaborator with the capacity to work independently including taking initiative, listening and responding appropriately, and making decisions in a timely manner.
- Well developed time management skills, with the aptness to adapt to unforeseen changes in schedule and interruptions, establish priorities, and meet deadlines within tight timelines in a dynamic, fast-paced, and high-volume environment.
- A high level of professionalism, integrity, and credibility is a must.
- Influential and effective communication skills, both verbal and written.
- Demonstrated sound judgment and decision making.
- Proven adaptability to working effectively and professionally in a rapidly changing environment while managing multiple demands and priorities.
- Strong interpersonal relationship building skills with a customer experience focus.

Deadline for applications: NOON on Monday, August 9, 2021.

As an equal-opportunity employer, we encourage applications from all qualified individuals. While we thank each applicant for their interest, only selected candidates will be contacted.

**Apply today to join our team at <https://westmancom.com/careers>
and begin your exciting career journey with us!**