

## **Sales Manager Position 1/11/2017**

NetGain Technologies is looking to hire a Sales Manager to lead our regional (7-location) new business development team based out of our Lexington, Ky., headquarters. This individual will drive the sales and marketing efforts in an environment that supports autonomy and have the latitude to leverage resources to produce results.

The model candidate will have solid selling and sales management credentials.

NetGain Technologies guides CXOs within the SMB space through the maze of I.T. strategic planning and is a leader in providing I.T. managed services. We position our clients to be prepared for the rapid changes in today's technology landscape and ensure they are leveraging I.T. to grow and remain competitive. Our Technology OneSource program provides award-winning support for data networking (routing, switching, wireless, WAN, etc.), Microsoft infrastructure services (Active Directory, Exchange, etc.), storage (SAN, NAS, etc.) virtualization (VMware) and Cisco VoIP environments.

### **The ideal candidate will be able to demonstrate a track record of:**

- Selling and managing sales teams in the professional services or subscription based outsourcing solutions industry
- Developing and successfully executing a business plan
- Coaching sales people to success
- Excelling in finding new business opportunities and closing deals
- Following a process of collaboration between marketing and sales teams
- Establishing and maintaining long term relationships with business leaders

**The perfect candidate will have a prior 12-month compensation of at least \$100K and the strong desire to earn in excess of \$140K in an uncapped commission plan.**

### **Responsibilities & Duties:**

- Leading and driving a regional sales organization with remote sales personnel

- Motivating and coaching sales team members and holding them accountable to achieve individual and organizational goals in our seven markets
- Overseeing the management of the middle of the funnel and assisting in closing significant opportunities

**Skills & Requirements:**

- Strong C-level acumen
- Excellent interpersonal communication skills, both written and oral
- Excellent problem-solving and decision-making skills
- Strong sense of responsibility and follow-through
- 5+ years' experience in sales management with proven success within outsourcing or in the I.T. industry
- High degree of organization and adherence to processes
- Knowledge of Salesforce.com a plus

**Comprehensive & Competitive Compensation, Benefits, and Perks:**

The Managed Services Sales Manager will receive a competitive starting salary with a bonus calculated off team results. Some travel involved.