

Enactus SFU 2017 - 2018



Coast Cards – Sales Manager

Position Overview:

As the **Sales Manager** of Coast Cards, you will play an integral role in leading a sales team that will strive to achieve profit and sales milestones while making a positive impact on the community. You will have the opportunity to establish and maintain relationships with partners and stakeholders to ensure the successful operations and long-term sustainability of the project. This position will allow you to further develop your interpersonal and negotiation skills as you reach out to different stakeholders.

Your term will run from **June 2017 to May 2018.**

Responsibilities:

- Seek sales opportunities through contacting new clients and customers
- Maintain and build lasting relationships with clients and various stakeholders
- Lead a team of Sales Coordinators through facilitating weekly strategy meetings and ensuring that all members are reaching their prescribed sales quotas
- Generate monthly revenue reports to track client transaction histories
- Work with the Production Manager to update the product management system on a regular basis, ensuring that both inventory and completed sales are recorded
- Attend weekly meetings and contribute innovative ideas

Qualifications:

- Passionate about helping those in need and making a difference in the community
- Experience working with stakeholders and/or community partners is an asset
- Sociable and well versed in external relations and stakeholder management
- Exceptional time management skills
- Strong commitment in a team environment and is willing to support team members and collaborate ideas
- Effective persuasion and negotiation skills - comfortable working with diverse individuals

If you have any questions about the position, feel free to contact the Project Manager, **Shilpa Lakshmy** at coastcards@enactussfu.com

