

## Enactus SFU 2017-2018

### Soap for Hope – Sales Manager

#### Position Overview:



As the **Sales Manager** of Soap for Hope, you will play an integral role in leading a sales team that will strive to achieve profit and sales milestones. 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 program. 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 the Soap for Hope team through coordinating weekly strategy meetings and ensuring that all members are reaching their prescribed sales quotas
- Curate a positive public image for the program through standardizing sales pitches
- 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

#### Qualifications:

- Passionate about helping those in need and making a difference in the community
- Experience in working with stakeholders and/or community partners is an asset
- Sociable and well-versed in networking
- Works responsibly with 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 Program Manager, **Marilyn Yeo** or **Rhythm Tang**, at [soapforhope@enactussfu.com](mailto:soapforhope@enactussfu.com).