



## **SALES MANAGER SAN FERNANDO BRANCH**

The Sales Manager will be responsible for achieving set targets under company guidelines. This goal will be achieved through hands on leadership, excellent customer service/contact and a trained, motivated and professional sales team.

### **MAIN TASKS**

- Setting a clear mission for the Sales team.
- Adhering to and managing the approved budget for the Sales team.
- Responsible for enforcing Sales policies.
- Plan, develop, organize and evaluate the operations of the Sales team (PDCA Concept).
- Implement budgets and cost control measures.
- Maximize sales volume and growth.
- Responsible for achieving the monthly sales targets.
- Ensure Management Account deadlines are met.
- Ensure that the Sales force maintains and develops a computerized customer/prospecting database.
- Responsible for the control in monitoring, planning and movement of Long-Term Inventory.
- Coach, mentor and motivate the Sale team to optimize their sales opportunities and product knowledge.
- Identify recruitment and training needs of team members.
- Responsible for the implementation of Retail Enhancement Activities.
- Manage the daily, weekly and monthly KPI's of the Sales team.
- Ensure all team members are trained in product knowledge.
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### **MINIMUM EDUCATION & QUALIFICATIONS**

- First Degree in Business Management or related discipline.
- Five (5) years' experience in Retail Sales.
- Supervisory Management experience.
- Ability to prepare budgets and adhoc reports.
- Computer literate, Microsoft Suite.
- Excellent customer service skills.

### **HOW TO APPLY**

Applications can be sent to: [careers@toyota-trinidad.com](mailto:careers@toyota-trinidad.com) no later than May 12, 2024.