



SALES MANAGER

Letter from Inspired Results' President of Growth, Amy Tiller:

Are you passionate about innovation and leading diverse teams to success? Do you thrive in a fast-paced, collaborative environment? Do you want to help conquer a new frontier for an entire industry? If so, read on!

Inspired Results is looking for a Sales Manager to lead and develop our Sales Team as we charter our path to the future. This person will be responsible for overall planning, organization, and execution of all sales objectives, strategy, and functions – or in other words, the whole nine yards!

What's our ultimate secret to success? We hire A-players who are the right fit for our company, placed in the right fit role, and given the freedom to drive results. Inspired People are our not-so-secret weapon to success and client happiness. We know that we are all stronger when we help each other, recognize each other's contributions, and help to support our teammates – every step of the way.

At the heart of this role is someone passionate about leading cross-functional teams to deliver inspired, customer-focused solutions. Our teams oversee every step of the process, from concept and design, through development and deployment, and across the support life cycle. Your technical direction will help to guarantee success!

If you're looking to work at a company that's unlike any other, read on learn more about the position and consider being a part of our brand management revolution!

Best,

Amy Tiller
President of Growth

ABOUT INSPIRED RESULTS

What we do (in a nutshell)

Inspired Results is leading the brand management revolution. We've spent 60 years mastering the print and promotions lifecycle – and apply this expertise to advance marketing, boost business, and increase your bottom line. Our service-obsessed team is committed to creating comprehensive brand solutions and evolving our industry as a whole.

Our guiding principles

One powerful word describes Inspired Results' mission: Partnership.

Partnership is the epicenter of our business. This means we listen to our clients, making every effort to wow them by delivering remarkable service. Inspired Results is fanatical about anticipating and delivering comprehensive solutions that will help our clients thrive.

Inspired People live our values every day – we live and breathe our core tenets. In every action we take, we aim to Inspire by Excellence, Empower by Accountability, and Define by Results.

Our ultimate vision is to lead the brand management revolution. We're blazing new trails for our industry by creating innovative, inspiring solutions for our clients. We dare to be pioneers by continuously evolving and vowing never to accept the status quo – while always protecting our clients from risk. To us, innovation means leading by example and inspiring others to follow in our footsteps.

Broadening our horizons

We couldn't be opening this position at a more exciting time: 2016 introduces Inspired Results as our new brand! Explore our new look and feel, [visit our new website](#), and learn about our engaging and exciting culture.

Inspired Results is the product of three major companies banding together: Safeguard by Advent, DocuSource, and Formit. This means higher-powered performance, expanded resources, better value — and of course, the “wow!” service our clients know and love.

Ready to jump in?

We believe in innovation powered by people: our abilities to anticipate, scale, react, and respond all stack up to bring inspired results to our team, our customers and our suppliers.

Are you ready to be part of this equation? Read more about what it takes to be part of our team!

Are you our ideal Sales Manager candidate?

At Inspired Results, the Sales Manager is the fulcrum that informs the right balance between resources and expertise. In short, the role motivates, supervises, and develops the sales team.

Working hand-in-hand with our sales and leadership teams, you'll help:

- Develop sales strategies and tactics based on customer feedback and market indicators
- Leverage consultative selling techniques informed by customer needs and input
- Lead a cross-functional team with an entrepreneurial and team player attitude
- Ensure the IT team releases new sales technologies and tools in a timely manner
- Collaborate with the Marketing team to provide relevant content suggestions, and help cultivate a strong following to support sales objectives

More specifically, the Sales Manager manages the sales activity of existing accounts, and works to cultivate new lead opportunities in both Portland and Seattle markets. You'll drive the success of the sales team through meaningful revenue targets and open communication cross-functionally in departments such as IT, operations, marketing. In this role, you will:

- Devise and deploy all sales objectives and goals across the company, including sales targets and budget preparation
- Develop and implement quarterly and annual sales programs, plans, and policies for the entire sales team
- Integrate and align sales plans with available processes, IT systems, talent and other areas in order to increase the capability and success of the sales force
- Manage the performance and activities of the entire sales staff
- Create training and development programs for sales reps
- Analyze and manage sales performance against market developments and corporate objectives
- Implement reseller agreements, distribution strategies, and other sales opportunities
- Plan and execute business show appearances
- Maximize work relationships with key wholesale and retail partners
- Communicate brand identity internally to pertinent key business collaborates, business units, and customer support

Our ultimate goals for you:

- Cultivate a collaborative, metrics-driven, sales force focused on consultative selling to build and maintain long-lasting relationships
- Create repeatable delivery mechanisms, team processes, and customer satisfaction measurements providing maximum customer return on investment and efficiency
- Develop and implement coaching rhythms to orient the sales team around growth focused skills and objectives

The must-have traits for our dream candidate:

- Strong customer service orientation
- Driven and goal-oriented
- Focused sense of urgency and commitment to complete tasks
- Able to work under pressure and close deadline
- Ability to prioritize, willing and able to make difficult decisions
- Creative, with the ability to develop innovative solutions
- Strong communication skills at all levels of an organization, with both business and technical team members internally, with clients and suppliers
- A team player with strong leadership skills
- Strong people-management and project-management skills
- Comfortable with taking calculated risks
- Strong training and presentation skills
- Excellent negotiation and sales skills

To be qualified, you'll need this experience in your back pocket:

- Degree in Business Administration, Management, or related field
- 7-10 years as sales professional with 3+ years managing a sales team
- Experience in design, development and deployment of web-based solutions
- Demonstrated success managing sales teams in high-growth organizations
- Knowledge of business management principles for strategic planning, resource allocation, human resources modeling, leadership, and coordination of people and resources
- Experience with print and promotional solutions
- Exceptional verbal and written communication skills
- Advanced computer program skills like Microsoft Word, Excel, etc.

Beyond a fulfilling career and an exciting culture, we offer:

- Competitive salary and bonus program
- Comprehensive benefit programs

Ready to get started? Let's go!

Contact Amy Tiller by email: amy@inspirenw.com

