

## JOB DESCRIPTION

# Sales Manager

### About Us

At **Wavelength**, we specialize in communication skills training, helping professionals write, present, and meet with greater impact. Based in Toronto with a global reach, we work with organizations across diverse industries. Our team of facilitators, instructional designers, sales professionals, and administrative staff is passionate about equipping clients with the critical skills they need to succeed.

### About the Role

We're looking for a seasoned Sales Manager to lead a team of experienced sales professionals while managing your own portfolio of clients. Ideally, you have experience selling professional services and are skilled at consultative selling, lead generation, relationship building, and deal closing.

As a fully remote company, we need someone with the discipline, work ethic, and initiative to work independently while collaborating effectively with our team.

### Responsibilities

- Develop and implement sales strategies to drive growth and achieve revenue targets.
- Set clear sales targets and support your team by creating actionable plans to reach them.
- Manage the team's activities to ensure consistent performance and goal achievement.
- Actively generate leads, close deals, and maintain strong client relationships.
- Identify and execute strategies to penetrate new market segments.
- Hire, train, and coach team members to build a high-performing sales team.
- Analyze sales data to optimize performance and provide insights to management.
- Stay ahead of the competition by providing market intelligence on trends, competitors, and emerging opportunities.
- Improve productivity through process optimization and sales enablement tools.

### Requirements

- University degree or equivalent experience.
- Proven experience managing a sales team.
- Strong background in consultative B2B sales.
- Exceptional communication skills, with outstanding writing ability.

If you're a strategic leader who thrives in a consultative sales environment and enjoys developing high-performing teams, we'd love to hear from you! Please send your resume with a cover letter to [careers@wavelength.training](mailto:careers@wavelength.training). You'll hear from us if you meet our qualifications.