



Sales & Marketing Division Regional Sales Manager – Job Description

Title: Regional Sales Manager

The Sales Manager is a key role at DCS Global and is responsible and accountable for consistently increasing revenue through the generation of new business and further development of existing accounts. This position is the foundation to initiating and developing relationships with prospects and clients. The Sales Manager will follow the DCS Global Sales Process, which includes lead generation and prospecting by cold calling, lead follow ups and trade shows. This position will also be charged with uncovering specific client pain points and devising solutions based on DCS Global's product portfolio. The Sales Manager will negotiate contract rates with clients, with a focus on company profitability goals and objectives. This position will need to partner with internal/external resources throughout the sales cycle as needed.

Activities:

- Generate leads through prospecting and cold calling, both in-person and via telephone.
- Proactively and continually source, collect, develop and manage all new and existing leads, markets, prospects and client.
- Travel as assigned to trade shows, site visits, on-site demonstrations, etc.
- Document and exchange all transactions, reports and lead status information into the company's CRM System as designated by procedure and your manager.
- Meet and exceed sales quotas and contribute to revenue growth.
- Leverage existing contacts and network.
- Willing to work long hours and stay focused.
- Qualify, analyze and forecast sales opportunities.
- Develop effective sales presentations.
- Generate business from new accounts.
- Complete all required sales reports and detailed documentation by weekly deadlines.
- Meet all minimum requirements for weekly, monthly, and quarterly appointment activity and revenue growth.
- Maintain current market status while increasing sales in all vertical and horizontal markets through aggressive telemarketing or person to person sales.
- Maintain accurate, easily accessed and understood, up to date, electronic, and where applicable, manual files on all customers, correspondence, sales, communications and projects.

Experience:

- 5-7 years of direct sales experience, selling SaaS or on-premise software products to enterprise customers, preferably in the healthcare market.
- Proven experience in using cold calls to generate leads.
- Past experience at representing their company at trade shows, conventions etc is preferred.
- Demonstrated experience in selling to "C"-suite preferred.

Skills & Qualifications:

- Bachelor's degree.
- Advanced skills in making cold calls and booking appointments over telephone.
- Skilled at qualifying "prospects" from "suspects."
- Skilled at diagnosing prospect pain points and providing DCS product recommendations/solutions to address them.