



JOB OPPORTUNITY

Direct Sales Supervisor

Location: South Mississippi
Direct Report To: Direct Sales Lead Supervisor

Job Summary:

Assists in developing and implementing a sales strategy for the market that ensures attainment of company sales goals and profitability.

Job Responsibilities:

- Responsible for the performance and development of the sales team and Team Captains.
- Assists in the development and implementation of marketing plans as needed.
- Conduct one-on-one reviews with Direct Sales Representatives and Team Captains to build effective communication, understand training and development needs, and provide insight towards the improvement of Direct Sales Representative sales activity performance.
- Expected to do weekly visits and coaching to every team.
- Provides timely feedback to Sales Director regarding team performance.
- Assists in finding ways to control expenses.
- Adheres to all company policies, procedures and business ethics codes and ensures that these are communicated and implemented within the team.
- Delegates authority and responsibility with accountability and follow-up.
- Conducts daily meetings and training.
- Ensures all nightly reports are completed and sent in a timely manner.
- Ensures sales department payroll is completed and sent in timely manner.
- Recruits, interviews and hires DSR's based on criteria set by and/or the approval of the Sales Director.
- Maintain communication with Sales Director and DSR Recruitment Specialist regarding recruitment and training needs.
- Expected to constantly travel between all MaxxSouth cable systems and offices.
- Saturday is a mandatory work day.

Job Qualifications:

- High school degree or equivalent.
- Ability to direct, evaluate, and motivate subordinates.
- Excellent customer service skills. Strong team building and motivational skills. Strong organizational, analytical, oral and written communications skills.
- Must have well developed organizational skills and the ability to handle multiple duties and priorities simultaneously in a fast-paced environment.
- Ability to maintain a company-wide, professional attitude and appearance at all times.
- A thorough understanding of company policies to ensure compliance and consistent application.
- Up-to-date knowledge of technological developments within the industry.
- Valid driver's license without driving limitations or suspensions.
- Able to identify and solve problems efficiently and creatively, taking the initiative to develop new solutions when warranted.

An Equal Opportunity Employer