

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-216-2021
Company Name	Confidential
Industry	Tech startup
Vacancy	Growth Manager
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	FT
Major(s)	Business
Degree	Bachelor
Years of Experience	2-3 years
Location	Remote
Remuneration & Benefits	
Tasks & Responsibilities	<p>Looking for a Sales Manager (Growth) to help us scale our company across the MENA and Europe. It's a fully-remote role and can be based anywhere. You will work with a team of talented engineers and sales reps and you will report directly to the CEO.</p> <ul style="list-style-type: none"> • Is passionate about transforming sales, service, and marketing and whose values align with our culture • Have a commitment to overachievement – you have a “never quit” attitude, and get buy-in to overachieve against targets regardless of the adversity being faced • Is data-driven – you leverage and communicate using data to improve core KPIs that matters to the individuals on our team, and to help drive the company growth • Has experience managing or being managed in a structured sales environment. These could include managing via a sales methodology, a forecast methodology, and structured deal management by sales stage • Is accountable – you have honest, transparent, and authentic communications with your colleagues, regardless of personnel ramifications • Is a team builder and a coach of learning sellers – you not only motivate individuals but a team towards a

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collective vision and manifest a team atmosphere

- Have excellent time management and organizational skills
- Have an analytical mindset and leverage data across all interactions
- Have a track record of being excellent coaches
- Are effective communicators and motivators across multiple mediums both externally and internally
- Support salespeople in all aspects of the sales process and keep their team members accountable to KPIs that drive the business
- Support the business in cross-functional projects to drive organizational advancement
- At least 2-3 years of experience effectively leading a successful team
- BS or BA degree at minimum
- Experience using CRM to manage and forecast sales opportunities
- Strong analytical skills to identify trends and patterns
- Strong communication skills in written, verbal, and PowerPoint forms