

## 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"> <li>• Is passionate about transforming sales, service, and marketing and whose values align with our culture</li> <li>• Have a commitment to over achievement – you have a “never quit” attitude, and get buy-in to overachieve against targets regardless of the adversity being faced</li> <li>• Is data-driven – you leverage and communicate using data to improve core KPIs that matter to the individuals on our team, and to help drive the company growth</li> <li>• 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</li> <li>• Is accountable – you have honest, transparent, and authentic communications with your colleagues, regardless of personnel ramifications</li> <li>• Is a team builder and a coach of learning sellers – you not only motivate individuals but a team towards a</li> </ul>

## JOB POSTING REQUEST FORM

- 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