



JOB POSTING

Fresno, CA Area Sales Manager

Responsibilities:

Aggressively sell the triVIN OLRS to all customers within territory or as otherwise directed by the National Sales Manager.

Meet all sales goals as forecast by the Vice President, Sales and Training.

Maintain current product revenue streams and identify additional markets and customers.

Maintain positive rapport with customers.

Identify customer hardware and software needs.

Perform initial onsite training and group training for customers on the use of the OLRS on an as-needed basis.

Have a firm understanding of all programs in the assigned region.

Perform follow-up visits or calls to customers.

Answer new customers' questions about policies and procedures.

Help conduct initial product training for new Area Training Specialists.

Participate in the interviewing and hiring process for new Area Training Specialists as required.

Schedule customer installations as needed.

Participate in staff meetings as required.

Develop and maintain relationships with DMV personnel, business partners and associates of triVIN, and local dealership associations within the region.

Participate in regional dealer, association, and other industry-related meetings as needed.

Help design, plan, and implement policies and procedures.

Recommend program improvements as required or needed.

Perform software installations and some computer assembly as needed.

Conduct follow-up product training for customers as needed.

Travel to the triVIN main facility as required.

Provide weekly and monthly activity reports to the National Sales Manager as required.

Maintain verbal and written communication with the National Sales Manager to ensure team success.

Communications occur during weekly conference calls, weekly/monthly written reports, and frequent face-to-face meetings.

Qualifications (education, prior work experience, specialized skills and knowledge):

Solid working knowledge of PCs, MS-DOS, and Windows operating systems, as well as modem and Internet communications.

Two years' computer software field sales and training experience.

Ability to plan curricula and present material to users one-on-one or in a group.

Excellent communication, interpersonal, and organizational skills.

Ability to work independently and as part of a team.

Must have a valid driver's license and be able to travel. Extensive driving is required. Trips may include overnight stays and air travel.