



## Sales Manager

Sales Manager will oversee managing Equipment Sales by developing business plans, meeting planned goals, and coordinating with Senior management on equipment sales generation.

Sales Manager is responsible for creating, supervising and organizing our equipment sales team. As the Senior Geophysicist (Equipment Sales Manager) you will be tasked with overseeing the activities and performance of your sales team by tracking sales goals, setting individual sales targets, and facilitate the ongoing training of your salespeople.

### Job Description

#### PRINCIPAL DUTIES:

- Managing Equipment sales by developing a business plan that covers sales, revenue and expense controls.
- Meeting planned sales goals and setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinate marketing and lead generation.
- Developing your sales team through motivation, counselling and product knowledge education.
- Promoting the organization and products.
- Understand our ideal customers and how they relate to our products.
- Attend conferences as directed by Management.
- Maintain safety standards through training and practice as required.
- Compliance and duty of care to legislative and ATG Company policies.
- Compliance and maintenance of ATG Company policies.
- Account reporting to ATG Management as per company procedures.
- Travel as required by ATG and project requirements.
- Represent ATG at conferences
- Reports to Managing Director

#### PRINCIPAL ACCOUNTABILITIES:

- Prospect and qualify leads into target accounts
- Manage sales cycles to closure, including discovery, product demonstration, validation, proposal, negotiation, and contract execution
- Develop complete knowledge of the organization's hosting products and policies
- Compile and internalize information on competitive products
- Achieve annual sales plan.
- Achieve agreed quarterly sales targets as defined by the Sales Plan.
- You must ensure that your pipeline activity is updated as these will be discussed at the weekly sales meetings.
- Work closely with the other teams within the Company to ensure that all customer queries, accounts are handled to the customers satisfaction.
- Ad-hoc duties as required by the Managing Director.
- HSE: Participate fully in safety programs including adhering to and implementing Client Company approved safety regulations in general. HSE: Participate fully in safety programs including adhering to and implementing Client Company approved safety regulations in general.