

Position Description:

The TSC Genuine Supplies Sales Manager leads the OEM Supplies Sales team in all aspects of opportunity development, approach, and closure. This position defines and executes sales strategies in support of the overall corporate business strategy, collaborating with the senior management team to drive revenue growth with TSC Consumables (labels and ribbons).

Duties and Responsibilities

- Lead the OEM Supplies Sales team to maximize supplies attach rate and achieve sales targets
- Communicate and implement company sales strategy
- Identify, approach, negotiate and close key account sales opportunities
- Foster a close working relationship with TSC printer sales reps to maximize and close supplies sales opportunities
- Work with the TSC corporate team to develop robust and consistent account management strategies to generate profitable consumables sales
- Develop and implement sales growth strategies for key partner accounts
- Implement and manage sales forecasting procedures and reports
- Maintain and manage OEM Inside Sales staff through recruiting, orienting, monitoring, mentoring and support
- Monitor and analyze performance metrics and suggest improvements
- Understand competitive landscape and market trends
- Generate and maintain accurate account and opportunity plans
- Perform all duties and other responsibilities as assigned
- Travel as necessary to develop personal account relationships while also supporting the OEM Supplies and TSC printer sales teams to grow supplies sales

Qualifications

- Minimum 5 years sales experience with labels or related printer supplies
- Minimum 5 years of sales management experience
- Proven ability to develop and initiate strategies for revenue growth
- Experience with CRM tools
- Strong presentation skills
- Self-starter with strong communication and organizational skills
- Strong ability to communicate and work with department managers in order to maximize support, scope and reach of sales growth efforts
- Proficient computer skills (ERP, Microsoft Suite, etc.)
- Proficient at developing and analyzing data as well as building reports to make strategic recommendations based on data and analysis

Preferred locations: Germany & Poland

Job Types: Full-time, Permanent

Work Location: Remote