



At Kama'aina Termite & Pest Control we take pride in every service that we offer, and our team members are committed to providing the highest level of customer service. To ensure we're always providing the best, we create a working environment where our team members can succeed. We offer competitive salaries, complete benefits, and opportunities for professional growth.

The Sales Manager helps meet customer acquisition and revenue growth targets by keeping the Sales Team on target. The Sales Manager will be responsible for maximizing our sales team potential by crafting sales plans and justifying those to plans to the upper management. The Sales Manager will be responsible for monitoring CRM and lead management systems and advising on the performance of the sales team, producing data, and reporting on daily performance. The Sales Manager will liaise with other managers to coach and motivate all staff throughout the organization. Where appropriate, they advise on changes and how to implement them and provide training, tools and techniques to enable others to achieve quality service standards.

Compensation: Training Salary + Commission (Additional opportunities for commercial sales)

Employment type: Full-Time Availability

Responsibilities:

- Maintain and implement proper procedures for sales team
- Assisting with administrative functions of the sales team by ensuring paperwork and contracts are properly submitted to the correct channels
- Generate reporting by tracking sales goals and team performance for upper management
- Provide continuous guidance, training, and mentorship to sales team focusing on continuous improvement
- Recruit new talent
- Passes all state licensing and/or company requirements
- Set monthly/quarterly/yearly goals that can be easily tracked.
- Set individual sales targets with sales team
- Forecast annual, quarterly and monthly sales revenue
- Increase conversion rates, customer database, and the number of Quarterly/Yearly Pest Control Program members
- Streamline sales team efficiency with new technology
- Plan and direct sales team training
- Delegate responsibility for customer accounts to sales personnel
- Co-ordinate sales action plans for individual salespeople
- Oversee the activities and performance of the sales team
- Ensure sales team have the necessary resources to perform properly
- Monitor the achievement of sales objectives by the sales team
- Assist with the development of sales presentations and proposals

Education and Experience Requirements:

- High school education or general education degree (GED) required
- Minimum six to twelve months related experience and/or training in sales management
- Valid Hawaii driver's license
- Ability to calculate rate, ratio, and percent, and to draw and interpret bar graphs
- Strong organizational skills and the ability to multi-task
- Demonstrate strong verbal and written communication skills

We Provide:

- Medical, Dental, and Vision Insurance
- Paid Vacation
- Paid Holidays
- Ongoing professional development and training

Kama'aina Termite and Pest Control is an Equal Opportunity Employer

Candidates may apply by emailing resume and cover letter to info@kamaaina.com

No phone calls or walk-ins, please.