



Sales Manager Telstra Store – Shepparton

Vita Group • Shepparton & Central North VIC

 Base pay
\$0 - \$0

 Work type
Full Time

 Contract type
Permanent

Job details

 Date posted
21 Jun 2021

 Expired On
18 Aug 2021

 Category
Sales

 Occupation
Sales Director & Leadership

 Base pay
\$0 - \$0

 Contract type
Permanent

 Work type
Full Time

 Job mode
Standard/Business hours

Work Authorisation
AUSTRALIAN CITIZEN / PERMANENT RESIDENT

Perks

PAID PARENTAL LEAVE

TRAINING

Skills

LEADERSHIP

SALES

OPERATIONS

SALES MANAGER

SALES MANAGERS

SALES TEAM

TEAM BUILDING

TELECOMMUNICATIONS

Full job description

About our Group

You may not have heard of us, but it's likely you've come across us in action. At Vita Group, we help Australians connect to innovative experiences with technology through our Telstra stores and we guide small businesses and industry leaders to take control of technologies that will empower them to thrive and soar into new possibilities.

The Role

Reporting to the Business Manager, you will be accountable for store operations and developing your team who are responsible for providing telecommunication solutions to Telstra's consumer customers. The ideal

person will have strong leadership experience in a high-pressure, consultative selling environment.

The Responsibilities

- Achieve store monthly & annual sales budgets set by the Area Manager
- Ensure the highest level of customer service by exceeding service standards
- Ensure any customer complaints about products & process are quickly resolved
- Maximise profitability by effectively managing wages, rostering, controllable expenses & budget allocations
- Lead from the front and drive team members to achieve success!
- Coach team members to ensure they are exceeding sales and KPI targets
- Conduct stock take, monitor stock levels in line with store standards & compliance
- Drive team culture and build a high-performing sales team
- Become a local community leader in the telecommunications field

You Get What You Work For

- Uncapped Commissions – with clear and realistic targets!
- Generous Incentive Program exclusively for Business & Sales Managers
- Multi-layered training & development programs for managers and team members
- Local team activities including team dinners and team building
- Birthday Day Off, Education Allowance, and Paid Parental Leave
- Flourish: online portal to help you grow and develop your career

APPLY NOW or visit our careers website for further info and progress your career with one of Australia's leading telecommunications providers.

We are an equal opportunity employer and welcome diversity in the workplace.

Advertised: 14 Jun 2021 AUS Eastern Standard Time

Applications close: