

## Sales Manager

**Location:** Somersworth, NH

We are seeking a Sales Manager to play a vital role in the growth and development of TradePort through consistent performance delivery, and the ability to achieve business goals. We are committed to the development of individuals to reach their potential. This role will be exciting and motivating for anyone looking to further their career in business management, sales development and marketing.

### About TradePort USA

TradePort was founded over 12 years ago by Sam Biddle and David Lahme. Sam and David have selected the beautiful seacoast region of New Hampshire as it Northeast headquarters. The company prides itself on delivering excellent customer service as well as creating a wonderful culture and environment for their employees.

TradePort offers an outsourcing service for asset recovery, third-party logistics, and reverse logistics for consumer electronics companies. We like to refer to our service as Reverse Synergistics™ as our value is to provide synergy with our partners to deliver excellence.

If you're interested in a company where you feel welcomed and appreciated, TradePort is the place

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### Sales Manager Role:

The Sales Manager is responsible for prospecting, lead qualification, and closing new business for TradePort's services from customers. TradePort manages product returns as well as surplus new and used equipment for its customers in the commercial electronics marketplace. This dynamic individual will report to the President and have the ability to make a direct impact on TradePort's continued growth. This is a high visibility role in a face-paced, dynamic team-based, sales environment.

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### Responsibilities:

- Responsible for prospecting, lead qualification, and closing new business by following a specific and deliberate sales plan
- Deliver strong and sustainable sales volume, profit margin and customer loyalty
- Expertly use TradePort's CRM (Hubspot) to manage leads, prospects and opportunities
- Responsible for fielding incoming sales calls, e-mails and faxes and customer service related activities
- Responsible for negotiating vendor/customer terms, payment and credit
- Act as a backup to the President during out of office appointments, vacation or illness

- Use independent judgment to address and solve customer-related issues
- Responsible for representing, instilling and perpetuating the TradePort brand, mission, goals, values and code of ethics
- Be a team player
- Build strong relationships
- Responsible for other duties and obligations that may arise as requested by the President
- 50% travel is expected mainly in the eastern US.

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### **Sales Manager Skills**

- Competent in Microsoft Office, experience with HubSpot or similar CRM, self-motivated with a strong work ethic, excellent verbal and written communication skills, ability to learn quickly and retain knowledge, strong interpersonal skills and a high level of integrity.

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### **Experience and Qualifications**

- A good attitude and willingness to learn and apply a specific sales plan that yields results is most important
- Self-starter with a high energy level
- A track record of selling into large and small organizations and achieving sales targets
- A minimum of one year in an outside sales role
- Knowledge of consumer electronics is helpful but not required
- Experience making presentations to target prospects and customers
- Exceptional communication skills are a must
- Above average understanding and working knowledge of Microsoft Outlook, Word, Excel and Hubspot is a plus.
- Ability to listen to customer needs and articulate a concise value proposition
- Experience in Reverse Logistics is desired but not required
- Demonstrate ability to converse and engage with senior levels decision makers
- Experience in B2B sales is essential
- IT / Technology Sector knowledge is strongly preferred

TradePort offers a competitive compensation package including base salary based upon experience, commission, employee medical insurance, 3% simple IRA match, and paid time off.

**Interested candidates should apply with CV/Resume via:**

[DMoore@tradeportusa.com](mailto:DMoore@tradeportusa.com)