

Latin America Sales Leader

Type: Permanent - Full Time

Location: Bogotá, Colombia

Description:

Reporting to the Global Sales Director, the Equipment Sales Latam Leader will work as part of a team engaged in helping companies buy and sell pre-owned manufacturing equipment to multiple industries. The company is looking for a sales person who loves to be on the phone telemarketing relevant products to relevant people, nurture sales leads into opportunities and invoices and manage sales reps in the region

This is much more of a marketing/customer care role than a traditional, cutthroat sales job.

Job Duties:

Sales leader is responsible for the Latam annual sales goal

There are five pillars that our Sales Leader focus on every day:

1.) Team Management

- Forecast monthly regional GP goal
- Assign daily leads to latam team
- Assign weekly call list goals for project promotion and new facilities/contacts qualification
- Sales Department - Gold Standards: follow up on daily activity to hit sales goals standards for all latam sales team
- Work along with other departments, regions or IG's to increase sales productivity and effectiveness
- Participate in the IG's meetings to define regional sales strategies and then communicate to the latam team
- Self Posting Management for all sales team
- Participate in power hours for regional auctions

2.) Project Promotion

- Understand active inventory/projects and works along with the Senior Sales Reps and his team for the execution of regional sales strategies
- Make outbound calls as part of an overall promotional strategy for industry projects while growing qualified contact lists
- Utilize LinkedIn and other social media tools to supplement call activity
- Hit goals for call quantities, dialogues, and leads

3.) *Lead Management*

- Qualify leads assigned to you, assessing their viability and progressing them to opportunities, offers, and purchases
- Negotiate prices and terms of sale with the Buyer on behalf of the Seller
- Prepare sales contracts for orders obtained, and submit orders for processing

4.) *Acquiring Supply that supplements the inventory that we get through our global contracts*

- Supply Relationships - qualify and maintain relationships for listings that are posted on the website in your industry
- Serve as the Project Manager to customers who have listed individual assets on EquipNet.com through you

5.) *Following Up on past contacts/relationships.*

- Establish and follow up on key contacts from our database of over 650k contacts or from third party platforms such as LinkedIn Sales Navigator
- Ensure identification and development of relationships of equipment dealers within your industry.
- Call customers on the rare occasion that we receive neutral and negative feedback for items sold in your industry

Requirements:

- 5+ years of B2B sales experience
- Bachelor's degree in Business Administration or related field or equivalent and knowledge of capital equipment
- Excellent verbal and written communications
- Fluent English
- CRM Management Experience
- Computer skills: Microsoft Office suite, ability to easily pick up web-based systems

Contact:

Email Resume to: [Human Resources - Latin America](#)