

Sales Lead Duties, Roles and Responsibilities

Role:

This role plays an important part in the Ameritex Family. As a Sales Lead, you will focus on the generation of revenue for the Company based on the scheduling of lead opportunities received across all channels by consistently initiating and executing, quotes and follow-ups with potential, returning or current customers. Our goal is to provide a Stress-Free service experience as you and your team will be the voice of Ameritex Movers and oftentimes our customer's first experience with our Company and Stress-Free Vibe.

This role is responsible for optimizing every lead opportunity Ameritex Movers gets and has the goal to deliver and create a Stress Free service experience. Using "Humans Helping Humans" as a way of connecting with you team, potential, existing and returning customers, your role will communicate the benefits of Ameritex and sell the services and products we offer.

Below you will find a non-comprehensive list of responsibilities that a Sales Lead has:

Responsibilities:

- Generate and increase sales revenue across all lead generation channels: phone, internet and text.
- Achieve sales goals and maintain closing ratio percentages set forth by the Company.
- Track sales goals and closing ratios percentages and report results as necessary.
- Be proactive and consistent with follow-up efforts with potential customers and leads in order to increase sales revenue.
- Set sales targets for team members and drive each to reach set goals.
- Train and oversee the activities and performance of the sales team members with ongoing training and performance metric evaluations.
- Develop sales team members through motivation, coaching, counseling, product and service knowledge education.
- Promote the Company and its services and products by using best practices in upselling, customer satisfaction and brand promotion.
- Understand the Company's customers and how to relate to each with the services or products the Company offers, in addition to training sales team member to understand the same.
- Provide customers with the information, tools and resources needed to be set up for a successful service experience by communicating company policies, procedures, services, products, best practices and necessary details to current, returning, and potential customers.
- Understand and apply Company standards (for example: answering the phone on the first ring, tone of voice and/or products and service knowledge)
- Maintain data entry accuracy and an open line of communication regarding the details related to each job in order to set Move Management, the Movers and Customer experience up for success.

The responsibilities for this role are not limited to the list above, however, this is a non-comprehensive list of the most frequent responsibilities.