

Job title: Sales Manager

Overview: Responsible for driving affiliate growth and converting prospects to members

Responsibilities

- Responding to sales funnel emails
- Outbound phone calls and texts
- Filling out lead sheet
- Setting up No Sweat Intros
- Appointment follow up
- Taking No Sweat Intros
- Following up with old leads
- Ensuring the No Sweat Intro area is clean and orderly
- Answering the phone when applicable

Reports to General Manager

Training required

- Two-Brain Business Sales Modules
- Zen Planner
- Infusionsoft

Performance Appraisal: Quarterly

Compensation: \$30 per closed sale

Employee: Date:

Manager: Date:

Key Metrics

1. Close Rate

Goal: 85%

2. Average Package Size

Goal: \$1,350

3. No Sweat Intros

Goal: 2 per week