

## **Sales Consultant Manager – Job Description Summary**

Conducts financial needs assessment of customers and prospective customers. Uses consultative selling techniques, suggest financial services solutions, and develops referrals for specialized sales areas. Responsible for developing and implementing a sales support program to assist sales teams with their sales efforts. Uses direct mail and telephone sales extensively to achieve desired sales goals. Uses communication and listening skills to effectively overcome objections. Must be self-motivated, open to changes and a team player.

The complete job description covers the following topics:

- Essential duties and responsibilities
- Supervisory responsibilities
- Performance standards
- Qualification requirements
- Education and experience
- Language skills
- Mathematical skills
- Reasoning ability
- Other skills and abilities
- Physical demands
- Work environment