



Job Title: Area Sales Manager

Do you thrive in a dynamic environment, driving sales, and building strong relationships? Are you passionate about technology and helping businesses optimize their IT infrastructure and document workflow? If so, this opportunity to work as an Area Sales Manager for Managed IT and Imaging solutions might be your perfect fit!

About the Opportunity

We are seeking a highly motivated and results-oriented Area Sales Manager to join our growing team at Levifi. You will be responsible for leading/building a team of sales representatives, exceeding sales targets for both Managed IT Services and Imaging products and developing strong relationships with clients throughout the region. This is a unique opportunity to leverage your expertise in both IT and sales to make a real impact on businesses in your community.

Responsibilities

- Manage/build and motivate a team of sales representatives, providing coaching, mentorship, and support to achieve individual and team goals.
- Develop and implement effective sales strategies for Managed IT Services and Imaging products, aligned with company objectives.
- Prospect and identify new business opportunities, building strong relationships with key decision-makers within target accounts.
- Conduct needs assessments, creating compelling proposals, and close deals for Managed IT Solutions (e.g., network management, cybersecurity, cloud services) and Imaging products (e.g., printers, copiers, document management software).
- Negotiate contracts and ensure timely renewals.
- Track and analyze sales performance metrics, reporting results and identifying areas for improvement.
- Stay up to date on the latest IT and Imaging technologies and market trends.
- Collaborate with marketing, technical, and customer service teams to provide a seamless client experience.

Values

At Levifi we work together to create something bigger than we could on our own. We then take that creation to the next level by thinking outside the box, collaborating, and unifying around a common goal for the greater good. Our core values include;

- Teamwork – Embrace collaboration
- Integrity – Do the right thing for the greater good

- Optimism – Move forward with a “can do” attitude
- Innovation – Think outside the box
- Fun – Initiate smiles and laughter to keep interactions positive

Qualifications

- Minimum 5 years of experience in Business-to-Business sales management, preferably within the IT or Imaging industry.
- Proven track record of exceeding sales targets and achieving quota.
- Strong understanding of Managed IT services and Imaging product offerings.
- Excellent communication, presentation, and interpersonal skills.
- Ability to build and maintain strong relationships with clients.
- Leadership skills and the ability to motivate and mentor a team.
- Proficient in CRM software and sales tools.
- Bachelor's degree in business, marketing, or related field preferred.

Benefits

- Competitive salary and commission structure.
- Comprehensive benefits package includes health insurance, dental insurance, vision insurance, life insurance, 401(k) plan, and paid time off.
- Opportunity to work with a dynamic and supportive team.
- Career growth and development opportunities.
- Be part of a company that is making a positive impact on businesses in your community.
- Relocation is possible for the right candidate.