



**Greenwood Memorial Park**  
*Cemetery & Funeral Home*



## **Family Service Sales Manager** ***Greenwood Memorial Park and Funeral Home***

At Greenwood Memorial Park and Funeral Home, we are driven by a commitment to service excellence. We are currently seeking a Family Service Sales Manager who is experienced, a well-qualified leader who is team-orientated, responsible and dedicated. This location provides premiere products and outstanding customer service to a diverse ethnic and religious community. Caring for approximately 300 families annually, Greenwood Memorial Park has recently added new developments, private estates and products, preserving this location as one of the most attractive and desirable in the region. This role will promote solid leadership, influence, and motivation, which will result in high performance sales. The role will also require heavy involvement in our community programs.

### **Key expectations and essential job functions include, but are not limited to the following:**

- Provide leadership and motivation to meet and exceed established location sales quota
- Recruit, develop, and retain sales associates according to required staffing levels
- Provide counselors with proper training regarding sales techniques, legal requirements, company products, policies, and procedures to ensure they provide world class service to our client families
- Review and evaluate sales staff performance weekly through MAPS
- Handle personnel issues and problems concerning sales staff in a timely manner
- Handle customer complaints and concerns in a timely manner
- Conduct daily huddles with the sales team and join in on joint sales calls weekly
- Ensure all contracts/paperwork are completed and returned accurately in a timely manner
- Work in the field with the sales team
- Ability to work the occasional evening and weekends
- Ability to pull reports for market management when required and come up with location training schedule
- Leadership skills to work in a fast-paced cohesive team environment.

### **Once you qualify, this position offers:**

- Bonus Potential
- Professional Training and Materials
- Full Benefit Package

**Compensation Range : \$80k - \$150k**

*More in-depth role description available upon request.*

Send resume and references with expressions of interest to:  
Tina Rodriguez at [tina.rodriquez@dignitymemorial.com](mailto:tina.rodriquez@dignitymemorial.com)

In accordance with SCI Company Policy, all applicants must notify their immediate supervisor before applying for this position.