

Sales Trainer & Manager

Location: Based in Raleigh, NC servicing North Carolina, South Carolina, and Virginia

Company: Safe Home Direct | Relentless Sales Region

About Us:

Welcome to **Team Relentless**, the high-energy sales region of **Safe Home Direct**—one of the largest and most trusted home security providers in the country. We're looking for a **Sales Trainer & Manager** who thrives in a leadership role and is passionate about developing others. If you're an experienced sales professional with a strong track record and a desire to lead and mentor a team, we want you to be part of our success.

As a member of **Team Relentless**, you'll have access to industry-leading sales training and career development, with opportunities to grow as both a sales professional and a leader. You'll play a key role in shaping the culture and success of our team, and you'll be surrounded by driven individuals who value high earning potential and a balanced lifestyle.

Explore more about our region: www.relentlessregion.com/join

Follow our team culture on Instagram: [@relentless.region](https://www.instagram.com/relentless.region)

Learn about Safe Home Direct: [Watch our video](#)

The Opportunity

As a **Sales Trainer & Manager**, you'll be responsible for leading and training a team of door-to-door sales representatives while continuing to drive sales performance. This dual role requires a blend of leadership, coaching, and personal sales success.

You will receive **ongoing leadership development** with opportunities to attend advanced training programs that will deepen your ability to mentor, motivate, and lead high-performing sales teams.

Your training focus will include:

- **Advanced Sales Techniques & Closing Strategies**
- **Coaching & Mentorship** to help others succeed
- **Business Operations & Sales Management**
- **Effective Leadership Development** (including emotional intelligence and team dynamics)
- **Recruitment & Team Building** strategies
- **Time Management & Productivity** for yourself and your team
- **Sales Pipeline Management** from lead generation to closing
- **Customer Relationship Management** and problem-solving

In addition, you'll receive **career counseling** and **personal development resources** from our in-house counselor, holding a Master's in Clinical Mental Health Counseling (MA in CMHC).

Key Responsibilities

- **Train and Develop Sales Representatives** by conducting daily training sessions and one-on-one coaching to improve sales techniques and performance.
 - **Lead by Example:** Continue to generate leads, close sales, and set performance benchmarks for your team.
 - **Monitor and Manage Team Performance**, tracking key metrics and providing feedback to ensure goals are met.
 - **Create a Positive, Motivating Team Culture**, fostering an environment of collaboration, resilience, and high performance.
 - **Recruit, Onboard, and Integrate New Sales Reps**, ensuring they're set up for success through comprehensive training.
 - **Coordinate with Technicians** to ensure seamless same-day installations for customers.
 - **Work with Management** to develop strategies for team growth, retention, and success.
 - **Attend Team Leadership Meetings** and collaborate with other managers to share best practices and ensure continuous improvement.
 - **Promote Safe Home's Brand** and establish a strong presence in your community through outreach and relationship building.
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Qualifications

- **Proven Sales Experience:** At least 2-3 years of experience in door-to-door or direct sales with a proven track record of success.
 - **Leadership Experience:** Experience in managing, coaching, or leading a team to achieve sales targets.
 - **Strong Communication Skills:** Ability to inspire, mentor, and provide constructive feedback to team members.
 - **Team-Oriented:** Ability to build and maintain positive relationships with sales representatives and leadership teams.
 - **Resilience & Adaptability:** Strong ability to handle rejection and adjust strategies based on feedback and evolving goals.
 - **High Integrity:** A strong sense of business ethics and professionalism.
 - Must be **18 years or older** and authorized to work in the U.S.
 - **Background Check:** Must be able to pass a background check.
 - **Willingness to Travel:** Flexibility to travel within your assigned territory as needed.
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Schedule & Availability

- Full-time, **Seasonal**, and **Blitzing** opportunities available
 - **Tuesday to Saturday** availability required
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The Benefits

- **Uncapped Commission** structure, rewarding high sales performance.
 - **Performance-based Bonuses & Incentives** for hitting team and personal goals.
 - **Leadership Retreats** and **Advanced Sales Trainings** for ongoing professional development.
 - **Networking Opportunities** with top performers in sales, real estate, financial management, and mindset training.
 - **Company Vacations** for top sales and leadership performers.
 - **Work with Industry Leaders:** Learn from successful mentors who have a proven track record in sales and leadership.
 - **Career Development** opportunities: Access to training that positions you for leadership roles within the organization.
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Why Safe Home Direct?

At Safe Home Direct, we prioritize leadership growth and the development of our team members. As a **Sales Trainer & Manager**, you'll have the opportunity to elevate your career while leading a high-performance team. With comprehensive support, advanced training programs, and a culture that values both individual success and team growth, Safe Home Direct is the place for ambitious leaders who want to make an impact.