

Sales Manager – Colorado Springs CO

This position is open to Veterans, Transitioning Military, USAR, NG, Military Spouses, Spouses of Veterans, and Caregivers of War Wounded

To apply for this position, please visit **VetJobs.org** or **MilitarySpouseJobs.org** and navigate to the RC Job Board under the Jobs tab.

Search for Req # 300201BR

Direct

link: https://jobs.brassring.com/1033/ASP/TG/cim_jobdetail.asp?partnerid=16030&siteid=6090&Areq=300201BR https://jobs.brassring.com/1033/ASP/TG/cim_jobdetail.asp?partnerid=16030&siteid=6090&Areq=300201BR >

All positions are open until filled unless otherwise noted.

JOB DESCRIPTION:

The Sales Manager hires, trains and develops new and existing sales representatives, ensuring that Bass Pro Shops customers are provided with outstanding service through sales and marketing efforts – such as generating leads and offering and selling OPC tours and vacation getaways to Bass Pro Shops customers. The Manager works to maintain a positive relationship with Bass Pro Shops management and associates serving as a good steward of the Bass Pro Shops brand.

Specific Duties, Activities and Responsibilities

- Recruits, hires, trains, schedules, coaches and motivates sales associates. Delivers a one-on-one conversation weekly with each sales associate. Develops sales associates for success in their position and future growth.
- Responsible for the work performance of the staff in how they deliver the sales pitch and ensuring that the Company approved training program “Passport to Success” is delivered to all associates. Although significant support and resources are provided, it is the responsibility of the manager to ensure that the standards and policies of both Bluegreen and our partners are upheld. Ensures that professionalism and care are put forth when going through the Details of Participation with the customer.
- Maintains appropriate staffing levels in accordance with operating hours. The kiosk should be staffed during the same hours of operation our retail partner is open unless otherwise directed by their VP or SVP of Retail Marketing.
- Maintains inventory of and place orders for all necessary collateral including, but not limited to, lead slips, pitch cards, maps, etc. needed for selling.
- Takes-over and/or enters sales for an associate that is struggling in an effort to close and train them on how to handle objections and close sales.
- Reviews all Medallia Package Sales Surveys and responding to any Customer Care Agents requests about Sales Alerts.

- Immediately reports all customer service issues up to their VP, Retail Marketing / Regional Director of Marketing.
- Ensures the cleanliness of their work environment as well as the compliance of their associates as it relates to following the company published dress code, uniform requirements and name badges.
- Meets or exceeds budgetary responsibilities as it relates to the generation of Leads and selling OPC Tours and Vacation Packages.
- Accurately tracks and processes payroll – collects and maintains sales associate's hours on timesheets if manual or in the Kronos timekeeping system, and submits to HR within the payroll deadlines.
- Completes and submits new hire onboarding paperwork as required by Human Resources.
- Follows company policies and procedures including but not limited to ethics and compliance and ensuring the company approved method of selling is being trained on and utilized.

MINIMUM REQUIREMENTS:

- Bachelor's Degree or equivalent experience required.
- Sales or Marketing experience is required. Previous Management experience is preferred. Sales Management experience is a plus.
- Knowledge and understanding of the timeshare industry, OPC marketing or telemarketing sales is helpful.
- Working knowledge of MSOffice Suite
- Outgoing; able to converse with customers.



JOB DESCRIPTION

Position:	Assistant Grants Manager
Reports to:	Grants Manager
Job Summary:	Provide administrative assistance and support to the Foundation's grant making processes.
Job Classification:	Full-time (Monday-Friday), 40 hours per week (non-exempt)
Compensation:	\$18.50 per hour
Benefits Include:	Medical, Dental, Vision, Paid Time Off, and 403(b) Other benefits may be available.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Facilitate grant-related communications and information sharing between grantees, applicants, the general public and Foundation staff. Duties include providing the public with grant guidelines and providing technical assistance to those who have questions about the grant application process
- Assists with administering and maintaining the Foundation's grant making database, including tracking grant requests from the proposal stage through the completion of the grant process
- Other grant making duties include: processing proposals, timely preparation of all related correspondence, contacting applicants to gather any missing information, verifying proper IRS status, and preparation of Board dockets and power point presentations to facilitate the Board's grant decisions
- Assist with El Pomar's compliance program which includes the final report process
- Provide administrative coverage and assistance for the Chief Operating Officer as needed
- Assist the Conference Manager, Special Events Manager and Finance team with gathering the proper information and data entry of Penrose House Gifts in Kind
- Other duties as assigned

KNOWLEDGE, SKILLS AND ABILITIES:

- Attention to detail and the presentation of a quality work product
- Ability to deal effectively with the public
- Able to work independently, as well as a contributing member of a team
- Strong written and verbal communications skills
- Proficiency in Microsoft Office products with a background in and broad understanding of database management
- Knowledge of Foundation Connect and Salesforce software preferred

QUALIFICATIONS AND PHYSICAL DEMANDS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. A successful candidate must be able to work in a fast-paced environment with exceptional multi-tasking skills. Well-developed organizational, analytical and problem-solving skills are required. Applicants should be honest, confident, personable and professional.

This position requires the ability to work in a professional courteous manner with the public and honor the Foundation's recognized values of respect, integrity, teamwork and excellence.

The requirements listed above are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing job duties, the employee will be regularly required to sit at a desk for as many as seven hours a day.

A successful candidate must have a bachelor's degree, at least five (5) years of relevant experience and a valid Colorado driver's license. Hiring is subject to employment pre-screening (background check).

TO APPLY: Please submit a completed job application (www.elpomar.org), to include a resume and cover letter via our website no later than 5:00pm on Wednesday, January 20, 2021. For questions, please call Nicole Magic, VP of Human Resources at (719) 577-7094 or email at nmagic@elpomar.org.



Hyundai Dealership Job Descriptions

Parts Counterperson

Provide customers (both internal and external) requested parts and accessories in a timely manner. In addition to specifying the correctly needed items, the Parts Counterperson is responsible to solicit additional sales; charges out merchandise using the Dealer Management System, follow-up on special orders, tag, store and process warranty parts, assist in conducting inventory cycle counts and keep inventory area, parts counter and retail area/displays clean and orderly.

Service Consultant

A service advisor works with customers to schedule service work and communicate any additional service needed. Service advisors also handle the administrative and customer relations aspects of service department operations. A service advisor's main job is to interpret customer concerns and comments for the technician, so that the technician will diagnose problems correctly. The advisor then translates the technician's findings, which may be very complex, into language the customer will understand. As with all positions within dealerships, service advisors are expected to uphold the highest ethical standards.

Service Technician

- **A Technician**

A "bumper to bumper", "master technician" capable of diagnosing and repairing any system of the automobile without supervision.

- **B Technician**

A technician capable of diagnosing and repairing most systems of the automobile

- **C Technician**

An "entry level" technician: Capable of oil changes, tire rotations, completing minor services, tire and battery replacement etc.

Quick Service Technician

A technician that can perform common light duty

Robert Kortje

USMC / Ret.

Military Liaison for Hyundai

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HYUNDAI MOTOR AMERICA (HMA) – Location: Fountain Valley, California
Hyundai Motor America handles marketing, sales, and product development, as well as administrative services for Hyundai in the USA. <https://www.hyundaiusa.com/us/en/careers>
<https://career8.successfactors.com/career?company=HyundaiUSA>

HYUNDAI CAPITAL AMERICA (HCA) – Location: Irvine, California
This division handles the leasing and financing of Hyundai automobiles.
<http://www.hyundaicapitalamerica.com/Careers.html>

HYUNDAI MOTOR MANUFACTURING ALABAMA (HMAA) – Location: Montgomery, Alabama
This is the facility where a great number of the Hyundai vehicles sold in the U.S. are built.
<https://www.hmmausa.com> or <https://www.hmmausa.com/jobs-hmma/job-search>

HYUNDAI-KIA AMERICA TECHNICAL CENTER, INC. (HATCI) – Location: Superior Township, Michigan
The Technical Center covers automobile planning, design, and the eventual testing of finished products, with quality analysis all along the way. Also covers the California Proving Grounds.
http://www.hatci.com/locations_CA.aspx or <http://www.hatci.com/careers/jobs>

Hyundai AutoEver America (HAEA) is a global Information Technology services company, with approximately 300 professionals serving Hyundai KIA Motor Group affiliates in North and South America. – Location: California
<https://www.autoeveramerica.com> or <https://www.autoeveramerica.com/jobopportunities.aspx>

HYUNDAI TRANSLEAD (Leaders in Transportation) – Location: San Diego, California, & Tijuana, Mexico
<https://www.hyundaitranslead.com/careers>

Hyundai Corporation (Global Business Organizer) <http://www.hyundaicorp.com/en>

HYUNDAI GLOVIS - Overseas Subsidiaries – Location: America, Alabama, Georgia, New Jersey, GAPS, and Canada
<http://america.glovis.net/English>
<http://america.glovis.net/English/Contents/View.aspx?m=31>

HYUNDAI MOBIS – Location: Korea Hyundai MOBIS, Changing the history of automotive Parts. Global top tier based on superior quality and technology.
<http://www.mobistc-na.com>
<http://www.mobistc-na.com/careers/current>

This link is for Cal Jobs (Hyundai posts jobs here also) <https://www.caljobs.ca.gov>

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Unposting Date	Req. Identifier	Title (BL)	# Openings	Location City
1/12/2021	ADV0000G9	Lead Software Engineer IRES - SAFB	1	Schriever AFB
1/12/2021	ADV0000JW	Linux Systems Senior Engineer IRES - SAFB	1	Schriever AFB
1/12/2021	ADV0000MF	Executive Support Services Specialist IRES - SAFB	1	Schriever AFB
1/12/2021	ADV0000MK	Sr Enterprise Architect IRES - SAFB	2	Schriever AFB
1/12/2021	ADV0000S2	RHEL Cloud Engineer IRES - SAFB/HSV	1	Schriever AFB
1/12/2021	ADV0000TD	Cameo Application Engineer IRES - SAFB/HSV	1	Schriever AFB
1/8/2021	ADV0000B9	Senior Storage Engineer SAFB - IRES	1	Schriever AFB
1/8/2021	ADV0000FF	Financial/Earned Value Analyst IRES - SAFB	1	Schriever AFB
1/8/2021	ADV0000NH	Client Support Administrator IRES - HSV	3	Redstone Arsenal
1/8/2021	ADV0000RN	Global Network Operations Security Center Watch Officer IRES - SAFB	1	Schriever AFB
1/8/2021	ADV0000RQ	Senior Network Engineer IRES - SAFB	1	Schriever AFB

1/8/2021	ADV0000ST	Enterprise Monitoring Administrator IRES - SAFB	1	Schriever AFB
1/8/2021	ADV0000R9	Network Analyst IRES - HSV	2	Redstone Arsenal
1/7/2021	ADV0000KK	Configuration Management Analyst IRES - SAFB	2	Schriever AFB
1/6/2021	ADV0000SF	Cybersecurity Engineer III IRES - SAFB	1	Schriever AFB
Job opportunities week of 5 January 2021				

Service to the Armed Forces Regional Program Manager **Fort Carson CO**

Essential Duties/ Job Description:

Responsibilities:

1. Relationship Management and Community Outreach: Builds strong relationships with military leadership, key organizations and community leaders. Cultivates relationships and partnerships with external constituents in the local community, including government organizations, corporate partners, civic organizations and other community charitable and nonprofit agencies with the purpose of furthering the mission of the Company. Outreach includes command meetings, education briefings, presentations or information sessions.

2. Volunteer Management: Manages a volunteer program to enable delivery of SAF programs and services. Provides supervision of both paid and volunteer staff. Helps ensure volunteer staff ratio reflects the diversity of the population being served.

3. Service Delivery Management: Ensures the consistent delivery of the SAF core services to all clients in their area.

- Coordinates services to military treatment facilities and VA hospitals through rehabilitation programs, material assistance, and morale items and support.
- Ensures community outreach, to include command meetings and education briefings, presentations, or workshops.
- Ensures a strong military community outreach program and implementation of special events and projects in support of SAF initiatives.
- Manages support services to military members and their families to include family follow-up information and referrals; and other related services. Provides support for the emergency communications center with local information, as appropriate.
- Ensures the military and veteran community is offered resiliency training.

4. Financial and Reporting Management: Manages expenditures to ensure programs are operating within budget to support SAF programs and services. Monitors and reports on the outcomes and results of programs and services to ensure organizational accountability and makes recommendations for continuous improvement to ensure metrics are consistently met.

Minimum Requirements:

Education: Bachelor's degree in business or public administration, human resources management, community organization, social or health sciences, or related field is required; or related equivalent experience.

Experience: A minimum of five years related experience in program management or related field is required.

Managerial Experience: A minimum of 1 year of successful supervisory experience is required.

Skills and Abilities: Requires strong computer skills. Public speaking skills and the ability to communicate effectively verbally and in writing are required. Must have strong interpersonal skills and the ability to work well in an individual or team environment. The ability to balance multiple priorities is essential. Familiarity with military culture, regulations and protocol is strongly desired. Experience with American Red Cross programs and services are desired.

To apply please log in/ register at: <http://militaryspousejobs.org/> (military spouses) or <http://vetjobs.org/> < Caution-<http://vetjobs.org/> > (Veterans, transitioning military, National Guard), upload/ update your resume and then search for jobs with requisition number :300188BR

Position open until filled.

If you have questions, contact:

Tiffani McLucas

Recruiter Connect™

Administrative Assistant

tmclucas@vetjobs.org

Melanie P. Grantham, MS, PHR, SHRM-CP

Recruiter Connect™ Specialist

Air Force Spouse | ***Anchorage, AK Office***

e. mgrantham@militaryspousejobs.org



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Social Worker, Closes: 1/14/2021

<https://www.usajobs.gov/GetJob/ViewDetails/588366500>

Civilian Pay Technician, Closes: 1/11/2021

<https://www.usajobs.gov/GetJob/ViewDetails/588137400>

Recreation Aid, Closes: 02/02/2021

<https://www.usajobs.gov/GetJob/ViewDetails/588506400>

Store Associate (Defense Commissary Agency), Closes 01/24/2021

<https://www.usajobs.gov/GetJob/ViewDetails/587456100>

Nutritionist (CYS), Closes: 01/19/2021

<https://www.usajobs.gov/GetJob/ViewDetails/588489900>

Nurse Consultant, Closes: 01/18/2021

<https://www.usajobs.gov/GetJob/ViewDetails/587475900>

Psychology Technician, Closes: 01/11/2021

<https://www.usajobs.gov/GetJob/ViewDetails/588092300>

Additional Fort Carson listings:

<https://www.usajobs.gov/Search/Results?l=Fort%20Carson%2C%20Colorado>

REMOTE
job

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Provide executive assistance, supporting business leaders with administrative tasks including: customer service/client engagement, CRM management, social media management, project management and more.

- Available at least 20 hours per week during normal business hours
- Reliable internet service
- Proficient in GSuite applications
- CRM management, social media management, and project management experience preferred

For a full scope of the job duties & qualifications, please see the job desc.

Interested? VetJobs.org or MilitarySpouseJobs.org
Click the Jobs tab and view the RC Job Board, search by Req# 300042BR.
Send questions to Melanie at mgrantham@vetjobs.org

