



# Sales Manager Application Task

WPMU DEV

CampusPress

Edublogs

So you want to become a WPMU DEV Sales Manager - why else would you be here?

The person we're in search of will have intimate knowledge of WordPress tied together with a dazzling bow of experience within Technical sales management.

This mini-task is designed to find out a little bit more about you, your upselling style and how you think and approach day-to-day activities. No need to sweat, it's pretty simple.

Your completed task should be sent directly to us. You can either answer inline, or you can create a separate text file and number the answers. Good luck!

**Be the hero we need, come join us in our mission at WPMU DEV!**

1. Explain to us what Insub, and more precisely, WPMU DEV does for a person unfamiliar with our products?

2. Pretend you have the job, I'm a little fish in a big sea. Make me a big fish!

I've just set up my own cupcake business. Yay, me! We're looking into WordPress, but we're on the fence. Sell me on WordPress, why do I need it, and what will the benefits be to my cupcake business? And how will your plugins and services give us the boost we need?

3. What do you think makes for a successful motivation coaching session?

4. What training method have you found most effective for new sales enthusiasts?

5. Please go into detail regarding your previous sales experience, what targets you have hit, your previous deadlines and previous working experience of managing a sales team including the size. Bonus points If you have any documentation of your sales achievements you could provide.

6. Please include two references from your current/previous employer. Provide name, company position, email addresses & contact numbers, if applicable, so that we can verify exactly how amazing you are! we will only contact your references if you are successful within the interview process and prior to a paid trial commencing.

If you wish for us to wait until you pass trial to contact your current employer, please advise. In that instance, we'll only contact the ones prior to the current position before the paid trial commences.