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That is where her “phenomenal” sales manager comes in, Ms. Parker said. He was previously Bari Jay’s sales representative for the Northeast region. He retired from that role — he is in his 70s and sold Bari Jay for some 40 years — and Ms. Parker created the sales manager position for him in September.

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Sales managers are generally identified as middle management, responsible for managing their sales teams while still reporting to higher-level managers themselves. An unfortunate side effect of middle management structure is that sales managers may be required to get authorization from upper management in order to act to resolve problems.

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