

VP of Sales/Business Development

Summary

Bring experienced leadership to company's existing sales team selling information services subscriptions to the higher education, government and education enterprises. The position will report directly to the CEO and will be responsible for maintaining and growing primarily domestic sales and potentially take over international sales as well.

Prerequisites

- 5+ years of corporate or higher education selling experience
- Proven track record of strong sales performance
- Experience leading other sales professionals
- Ability to travel
- Confidant, humble with a strong desire to see others succeed

Responsibilities

- Work with sales team to negotiate and close big deals
- Identify opportunities in other markets for company's online tools and pursue them to produce significant new business
- Identify growth areas in company's existing market and help the sales team pursue and close

Vision

This position would start as the sales lead managing a sales force consisting of 4 sales professionals and 4 internal customer service professionals. In addition the individual will also have a business development role to pursue large corporate and governmental sales opportunities. Longer term the position could lead to larger responsibilities within the organization.

Compensation

Compensation would start with a strong base salary and commission on the team's sales performance.

Industry Experience of Interest

Informational technology

Software

Business services

Competencies Assessment

Qualitative Skills

Communication:

Ability to deliver a clear, concise and compelling message to team. Constructive way to define the future in a inspiring manner. Good listener. Charismatic.

Organization:

Organizes thoughts and efforts with a clear focus on the goals. Does not easily get distracted by day-to-day emergencies. Finishes what they start and consistently meets deadlines. Develops accountability through out team.

Strategic:

Sees big picture and gets team to focus on milestones. Begins with the end in mind. Uses business plan process to keep team on track. Uses technology to drive results and is systematic in approach.

Energy:

Shows a high level of enthusiasm and a high energy level in tackling a problem. Demands a lot himself/herself and those around him/her. Positive attitude and initiative rubs off on all that come in contact. Passionate for the growth of the business. Fun!

Teamwork:

Collaborator. Always thinks of what is best for the team. Ego in check. Develops his/her team. Always lives Company values. Possesses strong loyalty to team and Company.

Character:

Accomplishes the attainment of goals with a sense of urgency, persistence, poise, courage and confidence in the face of adversity. Fosters strong relationships through strong by recognizing others competence, integrity and professionalism.

Quantitative Skills

People:

Track record of recruiting, hiring, training, retaining and inspiring a world class team and a demonstrated ability to get results through others. Has a track record of people development in previous work experience. Has experience with sales systems that can be implemented at the Company.

Customer Satisfaction:

Has a passion for customer satisfaction. Enjoys being with the customer. Sees complaints as an opportunity to improve products and services. Uses technology and research to better understand customer needs. Represents the Company well in all we do.

Market Share:

Track record of building sales with existing customers and developing new customers with existing products. Understands the importance of developing branding strategies to build customer loyalty.

Profitability:

Proven ability to reach financial targets. Uses a systematic approach to measure key milestones. Proven ability and system to stay on plan on a weekly, monthly and quarterly basis.