FSI Sales Director Job

Employer Name:

SpiderID: 12461008

Location: Allentown, Pennsylvania

Date Posted: 4/26/2022

Wage: Negotiable

Category: Information Technology

Job Code: CRB FSI SW SAL4.26

As a Sales Director you will...  
  
Develop and manage territory prospect accounts in the West &amp; North-West regions of the US with a focus on new logo acquisition and new sales  
  
Ability to Land and expand on an allocated install base and generate, track and close pipeline through methodical farming approach of building and nurturing customer relationships.  
  
Understand and be able to effectively communicate the benefits of products and solutions, at all levels, to prospect clients in the BFSI industry.  
  
Continuously learn about offerings, successes, and business ecosystem in order to share and bring insights to clients  
  
Develop and perform strategic prospecting activities to generate pipeline and grow territory.  
  
Develop strong internal working relationships with key stakeholders across Pre-Sales, Customer Success, Professional Services, Marketing, and Product to create solutions for prospects that drive new revenue.  
  
Using Salesforce effectively perform sales forecasting in a monthly, quarterly and annual planning rhythm for your accounts with high levels of predictability, quality and accuracy  
  
Other responsibilities include...  
  
Selected candidates should have subject matter expertise in Customer Experience and Contact Center offerings,  
  
Proven track record in delivering successful customer outcomes, and new customer acquisition (preferably in BFSI industry) in a Contact Center ecosystem  
  
Understanding of the BFSI industry; Retail Banking, Consumer Lending, Marketing, Sales, Services, Collections.  
  
Proven ability to land and expand in the acquired customer base, with methodical Account planning, mapping with an approach to build and nurture client relationships  
  
Functional Knowledge of:  
  
CRM, case management systems  
  
Contact center infrastructure, Premise &amp; Cloud  
  
Proactive, outbound customer engagement/Campaign Management  
  
AI, CDP, and Analytics  
  
Self-service, AI/agent assistant, and virtual agent  
  
Omni - Channel Communications  
  
Strong solution selling background  
  
Ability to create relevant use cases in the clients specific industry; Retail, Marketing, Lending etc.  
  
Lead complex sales cycles from opportunity identification through evaluation, contracts, deployment and adoption  
  
Collaborate with dedicated BDM resources to target sellers, specialists, and prospects  
  
Legitimate and proven self-starter. Highly motivated to jump in and get things done.  
  
A proven track record of success and over achievement in winning opportunities and quota attainment  
  
Highly reference able previous/current customers  
  
Excellent leadership and communications skills required. High comfort level working with all levels of an organization, including C-suite.  
  
All qualified applicants will receive consideration without regard to race, age, color, sex (including pregnancy), religion, national origin, disability, sexual orientation, gender identity, marital status, military status, genetic information, or any other status protected by applicable laws or regulations.  
  
   
  
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Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: GPAC

Company: GPAC