Vice President of Sales Job

Employer Name:

SpiderID: 12516355

Location: Grand Rapids, Michigan

Date Posted: 5/10/2022

Wage: Negotiable

Category: Information Technology

Job Code: A11R VPS

A rapidly growing SaaS company is looking for their next Vice President of Sales with great leadership skills and driven to improve company success! As Vice President of Sales, you will be responsible for the development and execution of a range of sales strategies that drive revenue for the company, and monitoring and reporting on sales goals.  
  
Job Duties:  
  
Identify where improvements can be made and develop sales plans and strategies to achieve sales goals  
  
Manage sales team and implement strategies and tactics to continue exceeding annual revenue targets  
  
Utilize investment strategies across top accounts and lead initiatives to drive customer awareness and engagement.  
  
Review customer activity, anticipate consumer needs, and improving customer satisfaction  
  
Set quarterly and annual sales goals and motivate the sales teams to achieve their goals  
  
Monitor the market and competitor products and activities and provide detailed sales forecasting  
  
Create sales reports and provide feedback to leadership team at company meetings  
  
Who you are:  
  
Bachelor's degree in a business-related field  
  
7+ years of software sales experience  
  
5+ years of experience in a software-related sales leadership role  
  
Track record of leading a positive, successful sales culture with a focus on team success  
  
Excellent leadership, communication, and customer service skills  
  
Comfortable and confident working in a fast-paced environment  
  
Proven experience consistently meeting/exceeding sales quotas  
  
Apply now for the next step in your Vice President of Sales career!  
  
Resumes may be confidentially sent to alex.roggeman@gogpac.com  
  
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