Regional VP Financial Software Enterprise Job

Employer Name:

SpiderID: 12503814

Location: Trenton, New Jersey

Date Posted: 5/6/2022

Wage: Negotiable

Category: Information Technology

Job Code: CRB RVP FIN SWE 5.6

Qualifications  
  
3+ yrs. of sales leadership experience managing a team of quota carrying sales people  
  
Strong knowledge of Salesforce, CRM, SaaS and Financial Cloud  
  
Proven successful experience in leading Enterprise Account Executives  
  
Strong ability to create high performing teams and lead them to success  
  
Exceptional presentation and executive engagement skills  
  
Self-starter that can thrive in a fast-paced environment  
  
Experience in sales coaching and mentoring  
  
Ability to operate effectively in a fast-paced, team environment  
  
A hunter with a strong drive for results  
  
Strong engagement and communication skills  
  
Consultative selling experience  
  
   
  
Responsibilities  
  
As a Financial Services RVP, you will manage Account Executives that sell into the Financial Services vertical  
  
You will lead a team focused on selling the entire Salesforce portfolio, including core CRM, financial services-specific industry solutions (Financial Services Cloud), and any additional products and solutions relevant to this customer segment (the Salesforce PaaS Platform, CPQ, Quip, AI, Analytics, etc)  
  
As a Sales Leader you will be managing a team of Account Executives selling the entire Salesforce  
  
We are looking for a proven sales leader with great energy, leadership, and initiative to drive team performance and sales for our enterprise team  
  
You will formulate and implement a strategy to increase business growth  
  
This role works in partnership with Sales, Marketing, Pre-sales, Partner Alliances, Services &amp; HR, therefore cross-company engagement and orchestration is essential  
  
The candidate will be a high impact individual capable of driving outstanding business results &amp; first-class employee development  
  
The Sales Leader is fully responsible for developing and managing the team to generate revenue and achieve individual team and organizational quotas  
  
Aligning to the sales strategy, the Sales Leader defines and implements plans for the assigned Accounts to achieve sales objectives  
  
The teams you lead here at Salesforce will directly impact the growth of our overall organization  
  
You will be masterful in client engagement and impact how your customers do business in an ever-changing environment  
  
You will coach your team to develop in their careers, and inspire your team to do the best work of their life  
  
Provide support and guidance to direct reports by participating and leading in client and prospect meetings or engaging other corporate resources as required  
  
Coaching direct reports on strategies to drive sales wins  
  
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.  
  
   
  
GPAC (Growing People and Companies) is an award-winning search firm specializing in placing quality professionals within multiple industries across the United States since 1990. We are extremely competitive, client-focused and realize that our value is in our ability to deliver the right solutions at the right time.

Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: GPAC

Company: GPAC