

## VP of Sales

### About Wonders

At Wonders, we build products that delight restaurant managers and offload the operational burden of running a restaurant. By enabling frictionless connection between restaurants and their customers, we enhance the experience for everyone.

Our metrics are strong! Join a rocketship!

- Wonders has achieved significant growth over the past two years, growing annual recurring revenue by almost 4x to \$46 million and quadrupling our customer base of mom and pop restaurants.
- Wonders has maintained profitability for 5+ years and continues to do so even with strong growth.

### About the Role

This year, we plan to **double** our ARR and need the right leader to take us there. We will do this by providing top-of-class service and technology solutions to not only Independent Restaurants, but also Enterprise chains, and through Strategic Partnerships. Join us and build the revenue engine that you know you can.

**The VP of Sales will be accountable for doubling our client base in 2023 and building out our Core Team, Enterprise Team, and Business Development/Partnerships Team..**

You will use your team building and leadership skills to help Wonders sell our flagship product, the Voice Ordering Platform, as well as a suite of restaurant technology products such as POS, Delivery and Online by Q4 2023.

### Responsibilities:

You are intuitive, entrepreneurial, aggressive, curious, and laser-focused on results. As the leader of the Sales Team, you will be accountable for:

- Achieving company growth targets through designing and building a revenue engine for independent restaurant clients and mid-market enterprise chains
- Collaborating cross-functionally to communicate market needs and sentiment to our teams for future planning
- Working closely with C-Level executives on Go-To-Market strategies
- Managing your Directors to achieve and surpass monthly, quarterly, and annual sales goals
- Communicating strategy, deal status, and financial forecasts clearly and accurately
- Own the Sales P&L
- Hiring and retaining talent

- Maintaining our phenomenal culture focused on customer, partners, and employee success

**Minimum Requirements:**

- You have 10+ years of Sales Management and 5+ years in a VP-level role at a technology services company. (Restaurant Technology company a plus.)
- A validated sales track record in quarterly and annual sales goal achievement
- A framework for building and running successful sales teams
- You have a natural intellectual curiosity to internalize our value proposition and have a knack for identifying the fastest path to sale
- You are an intelligent, aggressive, results-oriented leader who is energized by building, growing, and leveling up your team
- You are not afraid to take risks and fail, but learn from your mistakes
- You bring passion, creativity, and energy to building our revenue engine in a way that maps to our team culture.

**Skills:**

- Salesforce - Wonders lives and dies by Salesforce, from Marketing to Sales to Post-Sales Account Management
- Asana - We run every meeting efficiently and clearly, with clear due dates and documented expectations
- Confluence - Wonders has a heavy writing culture, we find that it's the best way to solidify our thoughts and document decisions to provide transparency across the organization
- Bi-lingual. Ability to speak, read and write Mandarin Chinese natively, as well as ability to speak, read and write English proficiently.