

RVP, Sales

At Verint, we believe customer engagement is the core of every global brand. Our mission is to help organizations elevate Customer Experience (CX) and increase workforce productivity by delivering CX Automation. We hire innovators with the passion, creativity, and drive to answer constantly shifting market challenges and deliver impactful results for our customers. Our commitment to attracting and retaining a talented, diverse, and engaged team creates a collaborative environment that openly celebrates all cultures and affords personal and professional growth opportunities. Learn more at www.verint.com.

Overview of Job Function:

This role will build and manage relationships of all customers & prospects in the region. The RVP will lead, manage and motivate multiple sales professionals, to deliver the sales targets in a large specified geographic area or specific industry or product segment on a national or geographic basis. This position will cover our top customers and prospects. The RVP is responsible to set the region's strategy and vision and puts together a plan to execute both the tactics and strategies necessary to hit both quarterly and annual sales objectives.

The RVP, Sales is responsible to align objectives set by senior leadership; the company strategy and the annual business plan and has built a proven track record of success in management, as well as in selling software solutions. As a RVP, Sales, you will focus on managing Account Executives who use creative consultative sales techniques to establish long-term relationships with client.

Principal Duties and Essential Responsibilities:

- Proven ability to identify, prospect, qualify and close potential business transactions. You must motivate your AE's to consistently meet or exceed given sales quota, as well as aid in the negotiation and close of sales deals.
- Hold regular calls and assign tasks with accountability to virtual team members to hit business objectives.
- Ensures overall of customers in region
- Owns the overall pipeline and responsible for driving opportunities through our process to closure.
- Motivates, focuses and leads the region to success via accountability and hitting all core metrics & expectations.
- Groom, mentor, develop, and grow staff.
- Forecast accurately and timely.
- Deliver quarterly and FY quota sales revenues. - Focus and drive sales teams to deliver exceptional results,
- Form strategic relationships with clients, demonstrating influence to ensure first class relationships are established to maximize business opportunities.
- Oversee the hiring, development and mentoring of sales staff, appropriate for the company's maturity & size.
- Be a role model and drive the Company's culture.
- Ensures the company's sales processes are clearly understood and followed to ensure success and provide the sales leadership into the rest of the organization.
- Develop and drive sales strategy in chosen markets & segments and in conjunction with leadership, providing structured reporting and regular updates on all key opportunities and new market opportunities.
- Work with individual sales people to develop and execute plans to increase penetration within existing territories in respect of demand creation, cross selling and upselling.

- Participate actively in sales calls and product/solutions demonstrations as appropriate and contribute to the rapid growth of sales, demonstrating outstanding sales management and closing skills to the team.
- Provide weekly sales forecasts to sales leadership in an agreed format, providing detailed insight into the sales function using agreed tools such Salesforce.com.

Minimum Requirements:

- Bachelor's degree, MBA or MA preferred or equivalent work experience.
- 8 years of Sales Leadership experience coupled with 12 years of overall sales experience with in the Software or related industry.
- Previous experience in sales of software solutions
- Demonstrated Leadership experience with proven success in performance management and professional team development
- Ability to plan and manage at both the strategic and operational levels.
- Established contacts and relationships with potential customers.
- Outstanding consultative selling abilities and excellent interpersonal skills with executive level customers and partners.
- Proven sales track record in a new product/new market environment.
- Ability to work collaboratively with colleagues and staff to create results driven, team oriented environment.
- Experience with a specific sales methodology, sales funnel management and CRM software preferably Salesforce.com.
- Exceptional interpersonal, oral and written communications skills to effectively communicate to a wide range of audiences.
- Ability and proven experience interfacing with all levels of management including C level and other senior levels of management
- Exceptional team management skills and customer facing skills.
- Track record of driving and developing talented sales professionals.
- This position requires travel 50% of the time.
- Successful completion of the background check process, including but not limited to employment, education, criminal convictions, OFAC, SS Verification and credit, where available and in accordance with federal and local regulations