Senior Vice President, Sales & Marketing

[Arizona Nutritional Supplements (ANS)](https://www.linkedin.com/company/arizona-nutritional-supplements-ans-?trk=job_view_topcard_company_name)

Phoenix, Arizona Area

**Job description**

The Senior Vice President of Sales and Marketing will serve as a strategic partner with the CEO and executive team and will oversee all selling and revenue development activities for the company. He/she will pursue growth opportunities through enhanced relationships with existing customers, prospects, new sales channels, and strategic partnerships. The ideal candidate will be an influential leader with the ability to deliver solid business growth while exceeding customer expectations, and maintaining a driven and motivated sales and marketing team.

Key accountabilities shall include, but not be limited to, the following:

* Partner with the CEO and executive team to develop revenue growth and profit  strategies. Actively participate in the strategic planning process.
* Lead revenue development strategy for the company, contributing to gross sales and EBITDA goals as agreed, lead defined key accounts. ♣
* Pursue appropriate and agreed upon sales strategies to protect the core, grow organically, add accounts selectively, while broadening the customer mix, and by successfully pursuing additional channels of trade.
* Assess incumbent staff, develop, hold accountable and make changes as necessary to ensure timely and relevant goal achievement.
* Establish annual budgets for personnel and accounts. Create sales plans for all department members to pursue and achieve.
* Create annual sales and expense budgets in coordination with CEO and all other executives.
* Streamline business processes for increased efficiency and customer satisfaction.
* To the greatest possible degree, ensure that all elements of the business under this domain operate in compliance with federal and state laws.
* Promote proper and highly productive marketing support for all sales activities.
* Support the CEO and executive team with executive, leadership, and strategic decisions to consistently meet or exceed corporate goals and objectives.
* Collaborate productively with all other senior executives to achieve company financial and brand objectives.

**Desired Skills & Experience**

* Bachelors/Master’s Degree with a minimum of 8 years’ senior/executive sales   management experience in a contract and/or custom products manufacturing environment.
* Proven track record of success building and developing high performance teams.
* Excellent at building customer relationships and a focus on customer satisfaction.
* Excellent interpersonal skills, oral and written communications.
* Ability to influence a wide variety of stakeholders. Independent and objective thinking is needed to properly evaluate, communicate, educate, and convince others to take action.
* Able to provide timely/detailed information sales updates to the executive team.

**Required Competencies**

* Leadership
* Strategic thinking
* Business acumen
* Decision Making
* Team building, coaching and mentoring
* Working Manager Concept/Digging In
* Inquisitive
* Approachable
* High energy