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# Example of Global Sales Director Job Description

Our company is growing rapidly and is looking for a global sales director. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for global sales director

* Management and leadership experience as this role will manage direct reports located in regional and global locations
* Identify key market opportunities and technologies
* G10 FX Sales Person Role
* VP level person with 3-5 yrs experience ideal in FX sales at a bank, with a good understanding of FX markets - spot/forwards/options/NDFs
* Proficient in derivatives and complex options beneficial
* We are looking for someone to help grow the Asian derivatives business and help with real money coverage
* Oversees the development of proposals, presentations, contracts and other marketing-related collateral materials
* Meets or exceeds individual and divisional sales goals and gross profit margins
* Ensure a consistent quoting tool/system is developed and utilized Set global sales quotas
* Regularly maintain and update global sales forecast

## Qualifications for global sales director

* New Business Development - Researching, prospecting, calling on and closing customers to bring new business to the company
* Consultative Selling - Proactively engages with customers to understand pain points, anticipate needs, and deliver innovative value propositions with demonstrated ROI to help them become more competitive in their respective markets
* Influence - Negotiates and influences the opinions of others within the business unit and in external organizations and addresses barriers to collaboration within the function and across other functions by holding individuals accountable for working together and achieving business outcomes
* Problem-solving - Directs the resolution of highly complex or unusual business problems applying advanced critical thinking
* 3+ years direct breach remediation industry experience
* 5+ years in consumer fraud and ID protection services and/or security and privacy (preferred)