



Example of AVP-Sales Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of avp-sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for avp-sales

- Drive connectivity strategy and deliver on our integrated solutions platform
- Work closely with a cross-functional team to close large opportunities
- Manage a network of distributors throughout the Northeast Region
- Understand the IDN market and the changing medical industry landscape
- Have a high level of knowledge of the competition
- Work cross functionally with support, product management, engineering, and other organizations to ensure alignment with APAC, provide process and product feedback, and resolve critical customer situations
- Prioritises development of sales, retention and marketing initiatives that support the European region – ultimately driving business with new clients with existing clients
- Is proactive at industry events and conferences in building relationships and developing new business opportunities prospecting activities including cold calling
- Under the direction of VP – Sales, manage the entire end-to-end sales process for large national accounts, from lead generation to pipeline management through deal execution
- Responsible for expanding existing accounts, developing new account strategies, and establishing, and maintaining strong relationships with these customers

Qualifications for avp-sales

- Credit Sales Leadership at a National Level
- Proven track record of creating and developing relationships with external third party originators
- Highly organized, self-motivated, customer oriented and able to work independently within a team and with internal business and technology partners
- 10+ years of experience in Marketing, Mortgage Banking experience preferred
- Relevant work experience in technology with a broad understanding across multiple IT disciplines is a plus