



Example of Director, Sales Strategy Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of director, sales strategy. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for director, sales strategy

- Develop and manage relationships with strategic partners and marketing agencies to shape marketing programs to promote (and events at which to execute) Go Local sales channel
- Work to optimize the product mix to achieve sales targets
- Oversee ongoing management and tracking of ROIs and other metrics to assess and ensure sales performance in the Go Local sales channel
- Define the hyper-growth Go-To-Market plan for Northern Europe based on top partners, key industries, prospect customers and #Ohana culture
- Partner with Sales and Support Leadership for the North region for both Enterprise (EBU) and Commercial (CBU) business units for strategic and operational deliverables
- Interact daily with the North sales organization to ensure strategic decisions are supported and executed through data and analysis
- Build executive presentations, crafting the messages of the North sales region both for local and EMEA-level leadership reviews
- Collaborate closely with VP and field sales leadership to develop a comprehensive quarterly and yearly business plan, including actions needed to realize growth objectives
- Formulate and deliver business plans that enable the field to deliver shipment and consumption targets
- Leverage best practices, go-to-market strategies, and operational efficiencies

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- Excellent rolodex in NY region
 - 10+ years of work experience in sales operations or education businesses with significant exposure to sales teams, OR experience in management consulting with prior project work in sales, operations and education business
 - Building executive presentations, crafting the message of executive leadership
 - College + 10 years work experience
 - Lead the landing and achievement of all-up Solution Aggregation priorities and metrics, both from the Corp and Field perspective
 - Must be able to speak fluent English European or Asian languages