



Example of Senior Director, Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of senior director, sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for senior director, sales

- Develop and maintain key dealers in the assigned region
- Develop and maintain key corporate aviation accounts in the assigned region
- Develop and maintain third party product alliances in the assigned region
- Recruit, manage, develop and train Regional Sales Managers
- Develop strategic metrics, presentations and annual forecast and budgets as directed by Management
- Prepared to take calculated risks to help grow the business
- Is a "closer" – intimately understands the sales process and can win business
- Collaborate effectively with EPC team to drive project execution to target schedules and costs and ensure margin capture and enhancement
- Drive account management and sales discipline, including annual and quarterly setting targets, weekly reporting metrics
- Determine customer solution, proposals & pricing

Qualifications for senior director, sales

- Experience selling to large SLED customers in the US
- Experience forecasting commitments with accuracy
- Self-starter who takes initiative, thrives in a fast-paced and high growth environment
- Must thrive in a "start-up" environment and able to corral sales support from teams based in at HQ the United States
- Must be team oriented, and have strong mentorship skills

