



Example of Senior Director, Sales Job Description

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Our growing company is hiring for a senior director, sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for senior director, sales

- Is responsible for developing and maintaining a sound pipeline of new business opportunities within the Life sciences industry
- Is personally responsible for delivering new business sales to meet or exceed annual quota within assigned geography for prospective clients
- Leads the overall sale of new business by following an established capture and proposal response process
- Effectively builds relationships, collaborates and partners with a cross-functional team -- strategize and meet with prospective clients and to deliver compelling presentations, solution demonstrations, proposals and orals that result in new business revenue
- Perform monthly variance analysis between actual and budgeted expenses
- Manage Commissions accruals
- Perform ad hoc analysis at the request of the executive management team
- Assist with any and all potential IPO-related activities
- Work with the accounting team to ensure accurate results are reflected in our systems
- Demonstrate strategic thinking, analysis and insight abilities that lead to new logo acquisition from prospecting, nurturing and building opportunity pipeline

Qualifications for senior director, sales

- Networking – able to build teams internally and externally, be visible and accountable and able to maintain a high level of working in an organisation

- You are a strategic thinker, with the ability to translate marketer needs into compelling concepts and solutions
- You are comfortable and proficient with the entire sales cycle from prospecting, face to face meetings, pitching and contract negotiations
- In depth understanding of digital media and consumer behavior
- Minimum of 7 years of online media experience with expertise in digital, online media or technology
- Passionate student of online media best practices and trends