



Example of VP, Corporate Job Description

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Our company is looking for a VP, corporate. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for VP, corporate

- Monitor daily activity of Directors/Mangers, team leads and SDRs including outbound calls, targeting specific customers to achieve objectives and running sales support activities
- Conduct weekly 1-1s and team meetings to maintain consistent communication and collaboration with each team member
- Establish and report on key metrics to measure performance of the inside sales activities
- Ensure financial standards and verify that all US and International finance teams are preparing financial information using approved company financial reporting tools & procedures
- Prepare and gather financial data used for monthly internal management reporting
- Proactively research and explain all significant variances to budget/forecast
- Ad hoc analysis, projects, and other duties as assigned
- Initiates the strategic game plan for each targeted account which includes mission driving, revenue generation key interactions with specific goals across the organization
- Act as sole planner and as part of a team planning group on events working with line of business partners on a day to day basis
- Act as lead planner on events supervising and managing other team members

Qualifications for VP, corporate

- Good understanding of the Banking Industry
- Should have exposure to middleware testing such as message brokers, message queues and backend WAS, DB servers
- Ability to build key stakeholder relationships
- Experience of working successfully in different cultures in a sensitive manner in order to create strong relationships with team members at all levels