



Example of VP, Sales Job Description

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Our growing company is looking to fill the role of VP, sales. 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 VP, sales

- Ensure Prime is coordinated from a sales perspective
- Provide insight on further development of the Prime business and ideas as to where and what type of products efforts should be directed
- Responsible for sales cycle planning, execution and evaluation
- Interacts with Marketing and Accounting in the development of profitable business building promotional activities
- Monitors and evaluates business trends and adjust plans accordingly
- Participates in the creation of reliable forecasts
- Ensures forecast accuracy and inventory level targets are met
- Provide account insight in the forecast alignment meetings
- Approves and/or submits BIRD documents for promotions
- Signs-off global forecast

Qualifications for VP, sales

- Experience of business development to regional/global asset management firms in Asia
- Healthy experience in executing structured products with institutional clients
- Focus on proactive approach with innovative solution rather than coping capacity toward reverse inquiry
- 5 plus years sales experience, product knowledge of broad range of interest sensitive products, compliance, the market and of the firm's products and

- Strategically cultivate new accounts and seek opportunities to expand business with existing accounts
- Regularly review and evaluate business model(s)