



Example of VP, Sales Job Description

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

Responsibilities for VP, sales

- Build up and maintain team's knowledge and expertise in the regional insurance domain
- Direct training, business development, and time management around our business category focus
- Analyze Company business plan and projects number of homes to see and close per month
- Investigate new and remain current on the variety of take-out financing programs and their sources
- Contribute to tactical direction of business unit, taking into account sales plan figures, and develops appropriate execution plans
- Attain targeted profit margins as determined by business goals
- Develop and execute comprehensive strategic and tactical plans to support the short and long-term sales and revenue plans of the organization
- Develop, implement, and monitor and report performance for the sales organization against key performance metrics
- Provide strong leadership and coaching to people managers, including the development of the talent pipeline
- Travel with Account Executives understand the needs and/or problems of key customers / customer groups, and to ensure that sales strategies and actions will meet their needs

Qualifications for VP, sales

- Serve as member of leadership team responsible for overall company

- Steady career progression as a top sales performer
- Requires 10+ years of progressive, directly related sales Requires 10+ years of progressive, directly related sales experience, in area of technology sales
- At least 7 plus years of institutional sales and business development experience
- Bachelor's Degree and 5+ years' experience in digital sales, video, or TV – ideally in selling episodes, shows or series