



Example of VP, Sales Job Description

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

Responsibilities for VP, sales

- Develop and manage the Wealth Management National Sales Plan (e.g., revenue, profit, critical success factors)
- Technology Expertise not the 80 - Order Taker is not the 80
- Managing and enforcing sales processes and procedures
- Pre-Sales and insurance SME Management
- Lead and direct a team of presale business consultants, bid managers and technical support engineers managing task assignments and priorities
- Develop and master team's knowledge and capabilities in the functional solutions that Sapiens provides in the market
- Work with sales to define appropriate go-to-market and associated solutions to meet business objectives
- Manage presale activities including customer meetings, presentations, demos, workshops, PoCs, proposals and business case generation
- Team with Product Management team to provide feedback for prioritization, design and development of business solutions
- Effectively lead and motivate station sales staff to achieve revenue plans

Qualifications for VP, sales

- Demonstrates strong credit fundamentals within a banking or finance environment
- Demonstrates excellent human relations skills
- Ability to effectively communicate with Senior Management within Global Markets

- Established client/agency/marketplace relationships