



# 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

- Manages preseason order book (monitor and review territory and division plans, discount percent management)
- Oversees vendor compliance, documentation and negotiation for accounts and territories
- Lead global CES sales team and drive increasing quarter over quarter bookings
- Partner closely with VP of Marketing and VP of Product to create and execute global go-to-market strategy
- Direct responsibility for leading new business acquisition team across all CES products
- Lead team of product sales specialists to drive CES penetration into existing global account base
- Be responsible for monthly and quarterly sales forecasting, reporting rollup
- Provide ongoing coaching, development and mentorship for the NA sales managers, assist managers with sales rep development, hiring, success and performance plans
- Ensure managers follow and are held accountable to their "Day in the Life" responsibilities
- Hire and train new managers, promote managers from within based on sales team projected growth

## Qualifications for VP, sales

- Demonstrates ability to generate and close transactions in the \$1 million to

- Extensive experience and knowledge of Sports Marketing, Sponsorship, Integrated Marketing & Promotions, Marketing Services the television, digital and social media landscape
- Minimum 8 years prior experience in a broadcast, digital sales or marketing role is required
- Highly proficient computer skills are critically important
- Strong PC skills, including Word, Excel, PowerPoint, Internet, Bloomberg ability to learn new applications
- Excellent interpersonal skills and ability to work with a variety of stakeholders