

# United States Jobs Expertini®

## Vice President of Sales

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Company: Pom Pom at Home

Location: Burbank

Category: other-general

### **About Pom Pom at Home:**

Pom Pom at Home is a leading luxury bedding and home décor brand committed to providing timeless, high-quality products that elevate the comfort and style of every home. With a focus on artisanal craftsmanship and sustainable practices, we take pride in offering our customers exquisite collections that blend classic elegance with modern sensibility.

### **Position Overview:**

Pom Pom at Home is seeking a dynamic and experienced Vice President of Sales to lead our sales team and drive revenue growth. The ideal candidate will be a strategic thinker with a proven track record of success in sales leadership within the home textiles or related industry. This position will be based onsite with frequent travel required for tradeshow, client visits, and meetings with representatives across the country.

### **Responsibilities:**

Develop and execute strategic sales plans to achieve company sales targets and objectives.

Lead, mentor, and motivate the sales team and reps to drive performance and exceed goals.

Build and maintain strong relationships with key accounts, designers, and retail partners.

Identify and pursue new business opportunities to expand market presence and drive revenue growth.

Analyze sales data and market trends to identify opportunities for product development and expansion.

Collaborate with marketing, product development, and operations teams to ensure alignment and support for sales initiatives.

Represent Pom Pom at Home at industry tradeshows, territory visits, and events.

Monitor and evaluate competitive landscape to inform pricing, positioning, and sales strategies.

Prepare regular reports and presentations on sales performance, forecasts, and market insights for CEO.

### **Qualifications:**

Bachelor's degree in Business Administration, Marketing, or related field; MBA preferred.

5+ years of experience in sales leadership roles, preferably within the home textiles, Home Furnishings, or related industry.

Proven track record of driving sales growth and exceeding revenue targets.

Strong leadership and team-building skills with experience managing and developing a high-performing sales team.

Excellent communication, negotiation, and presentation skills.

Strategic thinker with the ability to develop and execute sales plans to achieve business objectives.

Ability to travel frequently for tradeshows, client visits, and meetings as required.

Travel requirement is approximately 30% of time.

Proficient in Microsoft Office Suite and CRM software.

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