

United States Jobs Expertini®

Vice-President Strategic Sales US

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Company: PCJ Holding

Location: United States

Category: other-general

Responsibilities:

Start to hire, ramp, and build the entire sales team from the ground up

Develop the world class sales team, manage performance and expectations within the team on a regular basis

Provide the go-to market vision for all sales activities and prioritize initiatives that promote three-digit growth and long-term relationships with customers

Create targeted deliverables to enable both the immediate operational needs and the long-term priorities for PCJ Holding international distribution route to market

Develop inbound and outbound sales strategies along with the matrix to drive, manage and track sales pipeline across multiple channels, proactively following up on leads

Create tactical sales plans and lead your sales team through the implementation process to maximize revenue and growth

Identify market dynamics and opportunities and steer your sales teams accordingly

Enable the sales force to operate with a long-term view, while managing short-term priorities

Work in cooperation with Demand Generation to drive Lead generation from contact to close

Work in close cooperation with the Channel team, Solution as well as Technology partner to

support the scale the market entry beyond sales teams via indirect sourced and influenced approach.

Support and manage a wide range of (internal and external) stakeholders, creating a strong network of relationships among peers, partners, clients, and other stakeholders

Build a high performing inside sales organization

Develop and execute a growth-focused sales plan

Develop new strategies, sales approaches, and the organizational capability to enable the business to cost-effectively scale new lines of business

Manage to and exceed P&L KPI targets scope

Assign dedicated areas to the sales Reps and provide them training with our CRM/ ERP system

Responsible for day-to-day sales organization growth, development, and performance.

Responsible for sales methods, formats, scripts, procedures, incentives, skills development, coaching and team structure.

Apply knowledge and experience to business projects, processes, training and to solve business problems.

Your Profile

Experience leading and scaling an inside sales organization

10+ years as a sales leader in a growing organization

Experience selling to the SMB marketing; Digital services experience a plus

The ability to create a strategic vision for an organization paired with the operational ability to execute that vision

Expertise in managing and growing a team that operates in a different country. Experience in Asia and/or Europe a plus but not mandatory

A verifiable track record of success in multiple businesses

The ability to effectively work with cross functional teams and produce time sensitive deliverables

Excellent organizational and leadership skills, including strong communication and interpersonal abilities

Self-motivated, highly driven, independent, and results-oriented

Strong knowledge of CRM technology, MS Excel, PowerPoint, and Word required

Benefits

Health insurance

Schedule

9-hour shift

Work Location

Fully Remote for the moment/ Office presence is required after the passing of Covid-19

Company's website

<https://pcjwebmediacommunications.com>

Work Remotely

Yes

DIVERSITY & EQUAL OPPORTUNITY We are committed to recruiting, training, and providing career advancement to all associates regardless of gender, race, religion, age, disability, sexual orientation, nationality, or social or ethnic origin. Diversity in the workplace is encouraged. Bigotry, racism and any form of harassment or discrimination is not tolerated.

Are you interested in this position? Pre-screening Application

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