



UNDERCAR PLUS

JOB DESCRIPTION

Title:
Department

Sales Director
Sales

Summary

We are seeking a high-performing Sales Director to help us meet our ambitious customer acquisition and revenue growth objectives. You will be responsible for developing and executing all key growth sales strategies, tactics and action plans required to achieve your financial targets.

Responsibilities

- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plan to achieve sales targets and to expand the company's customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends, reporting on the forces that shift tactical budgets and strategic direction of accounts

Requirements

- Proven sales experience, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services and position them against competitors
- Demonstrable experience in developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- BA/BS degree or equivalent