https://reliablestaffing.com/job/director-of-sales-full-time-rschou4054/

Director of Sales- Full Time- RSCHOU4054

Description
Reliable Staffing Houston is now seeking a Director of Sales. Base Salary – $80,000 – $100,000 | Position Background:
Building brand recognition for our product is the key to our company's success. As a Director of Sales, you will continue to be on the frontline of generating excitement and demand for our unique software solutions in addition to leading and partnering in a collaborative way other team members to this end. By identifying customer and prospect product requirements, qualifying sales opportunities and building a pipeline of leads and through discussions and demonstrations converting these leads to new engagements, you will be contributing directly to the companys profitability and validating its place as a leader in the industry. Roles and Responsibilities:
Contribute as an individual salesperson, Be the role model salesperson and lead by example, Steadily increase personal annual sales contribution each year, Develop and pursue new sales leads in the front-end sales process, Work closely with executive team members to push forward processes into signed deals, Work with executive management to build and lead a world class sales team, Act as the lead internal expert to support sales training for new hires, Track and report performance for each inside salesperson and for the team as a whole, Provide input to sales prospecting list strategy, Tactically coordinate in support of specific campaigns, Manage, track and report front-end sales process, Track and report prospect pipeline.

Job Location
2100 West Loop South Suite 920, 77027, Houston, Texas, United States

Valid through
18.09.2029

Base Salary
$ 80,000 - $ 100,000

Employment Type
Full-time

Hiring organization
Reliable Staffing Corporation

Contacts
jobplacements@reliablestaffing.com

Industry
Sales- Account Management

Qualifications
Qualifications:
Superior academic record, Demonstrated excellence and career development in a sales role, A proven aptitude for learning technical terms and developing an understanding of complex technical products.

Apply Now
REGISTER AND SUBMIT YOUR APPLICATION