

## Director, Sales

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Company: Workhuman

Location: United Kingdom

Category: other-general

### **Job Description:**

Strategic, highly experienced people leader. Responsible for multiple function areas.

The Corporate Sales Director is an influential sales leader overseeing a team of Enterprise focused sales representatives and is responsible for identifying, securing, servicing and strategizing key business partnerships in the assigned region. This is an essential role in building, professionally developing, inspiring, and coaching the team; ensuring they reach their full selling potential, while expediting the expansion of the sales territories and deal pipeline. This is an excellent opportunity to sell into the Human Resources industry and influence workplace cultures around the world; based on employee appreciation, connectedness, and gratitude.

### **Key Responsibilities**

Leads all sales efforts in assigned East U.S. territories by forging relationships with key decision makers and assisting the team in creating long lasting partnerships in existing and new areas of business

Lead Enterprise sales team management and fulfilling all reporting requirements

Develop strategic and tactical plans delivered through a world class sales organization that continues to drive higher revenue, productivity and margin performance in line with Enterprise objectives

Hire, manage, and continuously professionally develop a world-class Enterprise East sales team to achieve success and meet overall goals

Effectively collaborate with cross-functional internal teams to drive sales success, strong communication, and true partnerships

Establish and track progress against agreed upon targets/KPIs, continuously reporting out on opportunities, trends, and planning ahead

Leverages the Challenger Sales Methodology to drive sales execution and deal progression

Deliver results and forecasts against targets

Acquires, retains, motivates and rewards an exceptional sales team to exceed business goals

As a key member of Workhuman's sales leadership team, work closely with sales leaders in defining the business strategic direction and planning activities

Help maintain and enhance a sales culture of innovation, determination, imagination and respect by driving affiliated behaviors in every interaction with the East sales team

Maintain a thorough understanding of the HR industry trends, technology, competitive landscape, and various HR personas related to CHRO's/VP's, Total Rewards and Talent.

### **Role Requirements**

A proven leader in the HR industry space with the capability to instil excellence at all levels

Entrepreneurial, consultative, progressive thinker

Positive attitude with passion for helping others and driving accountability

3+ years of having led outside field sales teams

Ability to recruit, lead, motivate, engage, and continuously assess high performance sales teams

10+ years of experience in enterprise software SaaS sales

Passion for coaching, building, inspiring, and effectively managing sales teams

Ability to drive consistent growth within a set region and territory year over year

Proven sales expertise and solid, high level relationships at key accounts

Proven executive-level leadership skills in complex deal strategy, development, financial structuring, contract negotiations and closing with new clients

Demonstrated interpersonal skills, oral and written communication skills; ability to earn the right to be the room

Ability to travel to on-site prospect meetings and team offsites when needed within the East U.S. territories

Bachelor's degree preferred

### **Qualifications**

5+ years of having led outside field sales teams

Ability to recruit, lead, motivate, engage, and continuously assess high performance sales teams

10+ years of experience in enterprise software SaaS sales

Proven sales expertise and solid, high level relationships at key accounts

Proven executive-level leadership skills in complex deal strategy, development, financial structuring, contract negotiations and closing with new clients

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