

## Job Description – Sales Director

Title: Director of Sales

Reports to: CEO

Location: Alpharetta, GA

Responsibilities:

- Deliver at least \$1 million in new product revenue
- Close new revenue as an individual contributor as well as manage, educate and motivate 2-3 existing sales and marketing resources
- Track and analyze team's performance toward quarterly and annual goals
- Build and leverage partnerships with sales contacts from NetSuite, OpenAir, Adaptive Planning and Intacct
- Participate in lead generation activities in concert with named partners
- Manage forecasts, pipelines and predictability for revenue achievement
- Deliver effective presentations (PowerPoint and high level product demo's) to key decision makers
- Collaborate with internal Product Management, Marketing and Implementation teams on corporate messaging, product plans, process improvements for on-boarding new customers and post-sales support services based on previous experience, general business requirements and customer feedback
- Work with named partners when negotiating pricing and contractual agreements to close new business
- Plan and direct marketing campaigns and events to generate qualified leads
- Other duties as assigned

Minimum reqs:

- At least 5 years of experience in business software sales, preferably focused on the SMB market (<\$300M in annual revenue)
- Previous experience working for an emerging business (<15 employees)
- Able to build and maintain an agile sales and marketing organization to ensure continuous growth
- Track record of consistently exceeding assigned revenue targets
- At least 2 years of experience in managing a sales staff
- Success and personal satisfaction as a both a "player and

coach"

- Knowledgeable in how to educate and motivate others
- Solid business acumen relevant to how companies operate (e.g., converting orders to cash)
- Proven ability to build and retain strong client relationships
- Excellent organizational, prioritization, time management skills

Optimal:

- Experience selling accounting, CRM, professional service automation, budgeting/forecasting or ERP software
- Experience selling and/or using SaaS-based business solutions

Qualities:

- Consultative selling skills
- Steadfast commitment to integrity and professionalism
- Collaborative problem solver
- Team-oriented
- Prefers leadership role in a small business environment

Reports to:

CEO

Company background:

InnoVergent ([www.innovergent.com](http://www.innovergent.com)) specializes in helping clients assess and implement cloud-based financial, project management and customer relationship management (CRM) applications.