

## Director of Sales

### Our Opportunity

As Director of Sales you will be recruiting and hiring your own team of in-house account executives and developing them into a high performing group responsible for meeting annual revenue targets. You will provide hands-on guidance and coaching to develop the new hires into successful sales professionals who cultivate long lasting client relationships. You will initially be supported by our other sales teams to provide training about our industry and sales systems. This is a large ticket B2B sales environment and requires experience and knowledge of a complex sales process.

### Responsibilities

- Recruiting, hiring, and managing a team
- Planning, directing and evaluating the activities of your sales team through forecasting sales and recommending goals and sales strategies
- Meeting revenue targets through measured activity levels

### You'll Be Successful in this role by

- Communicating job expectations, monitoring and appraising job results
- Motivating staff
- Facilitating team meetings
- Coaching and counseling account executives
- Assisting your team to open and close opportunities
- Hiring, training, and mentoring your sales staff
- Participating and leading weekly sales meetings
- Helping account executives achieve their revenue goals
- Maintaining a culture of excellent customer service and mutual respect
- Acting as liaison between the client and other departments of the company
- Assisting with payment collections from client accounts when needed

### Qualifications

- 5+ years of experience as a Sales Manager
- Strong interpersonal skills and service orientation
- Demonstrated success in managing a team that exceeds annual revenue goals
- College degree
- You're intuitive and proactive and you love a challenge – you have a true entrepreneurial spirit
- Driven, determined, competitive and self-motivated are a few of the words others use to describe you
- Can develop compelling presentation
- Experience working with Salesforce tools
- Advanced written communication skills

ProExhibits offers a fast-paced fun work environment with an incredibly diverse range of products and clients. We are an energetic and creative bunch and have a reputation for excellence. In addition to providing a first class office space, we offer the following:

**Benefits**

- Competitive compensation
- Onsite Gym and recreation room
- Medical, dental, vision
- 401K
- Paid PTO

Please submit your resume to [Recruiter@ProExhibits.com](mailto:Recruiter@ProExhibits.com) to be considered for this role.

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