

VICE PRESIDENT SALES - RAINMAKER



REQUIREMENTS

The Vice President of Sales is accountable for executing and achieving Sales Effectiveness, Inc. growth strategies and vision. The candidate requirements are as follows:

PRIORITIES	DESIRABLE
<ul style="list-style-type: none"> Optimistic, action-oriented professional with confidence and persistence to drive revenue and growth objectives Minimum 5 years experience in sales, preferably working with building industry customers and related organizations Intensely Goal-Driven with proven track record of results working in complex-selling cycles Superior listener, able to build trust through credibility, reliability and customer relationships Financially competent and analytically oriented Executive presence, confident and poised 	<ul style="list-style-type: none"> Entrepreneurial acumen Socially aware, exhibiting empathy, tact and savvy in the perspectives and opinions of others A collaborative, hands-on doer, eager to embrace innovative ideas to develop creative solutions Experienced other learning solutions such as SPIN, PSS, Strategic Selling, Negotiations Courage and conviction, willing to challenge the status quo in pursuit of customer requirements. Bachelor's degree Office, LinkedIn, Salesforce, other social media Lives in the Greenville-Spartanburg metro

HUNTER	CONSULTANT	INFLUENCER	EDUCATOR	FACILITATOR
<ul style="list-style-type: none"> Leads all aspect of SEI's sales process with target customers Identifies and actively pursues new business opportunities every day primarily by phone and other communications vehicles Uses Excel based "Pipeline Forecasting" system to forecast opportunities and manage probability of achieving goals Builds superior LinkedIn network to enable reaching senior executive targets 	<ul style="list-style-type: none"> Identifies client's business issues and finds links on where SEI can provide value Listens intently to build trust and gain insight Offers objective business-focused advice Problem solves collaboratively to define solutions Sees BIG PICTURE, able to synthesize business issues a customer is experiencing 	<ul style="list-style-type: none"> Explores financial and non-financial value to build a business case for all potential implementations Becomes a perpetual learner and connector within the world of the customer Enhances professional knowledge by studying operations, customer experience, and sales and service processes Studies customer's annual reports to stay abreast of senior management strategic thinking 	<ul style="list-style-type: none"> Demonstrates compelling knowledge about SEI's products and services Continuously learns and improves selling skills through application of SEI's sales tools and methods Educates customers on trends and opportunities to add value 	<ul style="list-style-type: none"> Orchestrates all of SEI's resources to deliver on client expectations Oversees implementation Exhibits superior follow through by responding within 24 hours to all customer requests Maintains customer documentation and databases

Please send your persuasive cover letter and resume to Carlos Quintero at carlos@saleseffectiveness.com
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