



The face behind your comfort

2 Sales Directors (Canada, USA)

THE best sales and management coaches!

Reporting to the VP sales you will lead the sales team in USA or Canada and execute a well-defined strategy that aims to penetrate new markets and customer segments, suggest new product features while managing and growing the customer base. Tip&Go will experience significant growth in coming months and the role requires the ability to develop talent, install processes and manage competing priorities to ultimately meet the sale objectives of the organization.

You can analyze data and intuitively recognize patterns and trends. You understand the importance of developing key metrics. You will develop the annual sales plans and work with salesperson on your team to ensure alignment. Your success will come from consistent communication with sales professionals on your team and the customers you serve.

Responsibilities

- Gain a solid understanding of the company's solution and its unique value for clients.
- Develop a sales plan for the territory covered, with heavy emphasis on growing new client sales.
- Manage the full sales cycle, including building relationship with clients, identifying and understanding their needs.
- Achieve agreed-upon sales goals.

- Maintain an accurate sales forecast and pipeline.
- Actively participate in professional trade shows and other events to generate new business.
- Consistently and accurately use and manage the CRM *Salesforce* to document the status of all leads and related activities.
- Track and report on key performance metrics and use data to optimize sales.
- Work with different department across Tip&Go and facilitate collaboration across the organization.
- Provide regular feedback from the field on considerations for enhancements to the solution.
- Develop concepts for the next set of product features in collaboration with the IT team.

Selected candidates will get further details on the positions.

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