

Head of Sales (Americas)

We are looking for a high-performing Head of Sales - Europe. The successful candidate will meet our customer acquisition and revenue growth objectives in the Americas region.

Head of Sales's responsibilities include developing key growth sales strategies, tactics and action plans all. Successful execution of these strategies is required to achieve your financial targets. Head of Sales duties will include hitting annual targets, building relationships and understanding customer trends.

Responsibilities

Strategy: Develop and execute strategic plans to achieve sales targets and expand our customer base. Drive territory planning activities for the sales team. Build and maintain strong, long-lasting customer relationships. Partner with customers to understand their business needs and objectives. Identify emerging markets and market shifts while being fully aware of new products and competition status.

Facts and records: Present sales, revenue and expense reports and realistic forecasts to the management team. Develop and maintain daily, weekly, monthly and quarterly reports and Key Performance Indicators. Effectively communicate the value proposition through proposals and presentations.

Assistance: Enable executive team to confidently make strategic decisions by arming them with key metrics around market adoption and opportunities, unit economics and sales drivers. Support the Product Team with data and insights, with a focus on product adoption and roadmap alignment to revenue goals. Partner with sales and account management leadership to ensure sales strategies are reinforced throughout the process (e.g. incorporating sales training/ terminology into the pipeline workflow throughout tools)

Requirements

- Proven sales executive experience, meeting or exceeding targets
- Previous experience as a sales manager or sales and marketing director
- Ability to communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services
- Proven ability to position products against competitors
- Demonstrable experience as head of sales, developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Strong English communication skills is a must and any other language is an asset
- Degree in Business Administration, Marketing or related field is a plus or equivalent work experience.

Job Location:

Canada / USA