



## Careers @ Virsaë

Virsaë is a fast-growing global SaaS business, headquartered in New Zealand with offices in the US and UK. Our cloud-based business communications management platform, Virsaë Service Management (VSM), is leading the way in delivering peak performance for UC and CC environments. [www.virsaë.com](http://www.virsaë.com).

We are now hiring a **Sales Director – Americas**, to support our US market growth.

We pride ourselves on being a great place to work. If you're ready to fast forward your career working with people who are the best in their field then send your resume through to [recruitment@virsaë.com](mailto:recruitment@virsaë.com).

### Role Description

#### Sales Director – Americas

We are looking for a high-performing Sales Director to join our North America team. The successful candidate will meet our customer acquisition and revenue growth objectives through personal sales goals and by managing a Direct Sales and Channel Sales team.

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

*Please note, this description outlines the general requirements associated with this role and is not intended to be an exhaustive list of the responsibilities and activities.*

### Responsibilities

- Own and hit/exceed annual sales targets within the assigned territory of the Americas and accounts
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends
- Reporting on forces that shift tactical budgets and strategic direction of accounts
- Manage the activities of other sales team members to achieve the stated objectives



## Requirements

- Proven sales executive experience, meeting or exceeding targets
- Previous experience as a sales executive, 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

## Compensation

Compensation will be based upon a fixed salary plus an “At-Risk” component. The At-Risk component is made up of a percentage of sales revenue generated by the sales team under your management and your personal sales activity.

## Relationships

- The Sales Director will report directly to the company CEO.
- They will retain good relationships with the Operations Manager and a dotted line responsibility to any regional Customer Success Managers (CSM). The CSM(s) is integral to the customer retention strategy and the Sales Director’s ability to meet regional revenue targets.
- They will retain good relationships with the Development Manager. The feedback loop from customer/sales experience to the development team is critical to establishment of a relevant product roadmap.
- They will retain good relationships with other regional Sales Directors. The ongoing sharing of tactical and strategic information regarding sales process and successful outcomes is critical to the growth of the business.