

Job Description

Sales Director



The Job

We're recruiting for a Sales Director to lead our high performing sales team and to become a key part of the strategy generation team here at intY together with a senior member of the leadership team. We're looking for a strong culture builder who has a track record for repeatedly achieving sales targets and continue to reinvent how we interact with prospective and existing partners in the years to come. For this big challenge, we are looking for an experienced yet innovative, inspirational and resilient sales leader.

Responsibilities (but not limited to)

- Achieving sales targets
- Mentoring and driving sales team including Sales Manager
- Working with other departmental managers to drive sales activity
- Build and maintain long-term, profitable customer relationships
- Responsibility for hiring of the sales team
- Continuous training and coaching with the sales team to enable further growth
- Work from the wider business on initiatives that pertain to growth
- Work with Marketing and Vendor Management on GTM strategy
- Maintain and develop CRM, keeping accurate records of requirements, usage, contacts, quotations and orders
- Management of sales pipelines/forecasts
- Champion and demonstrate the company values

Skills & Experience

Required

- A minimum of 3 years' management experience within a similar role
- Knowledge of SfDc or equivalent

Job Description: **Sales Director**

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- Experience operating in a subscription business model
- Strong and proven hands-on management experience
- A genuine drive and passion for sales management and motivating a sales team
- A strong knowledge of structural sales throughout the sales cycle and account management process
- Trustworthy with the ability to use discretion and manage confidential information
- Demonstrate an ability to sell multiple lines of business
- Business acumen to understand the goals and objectives of intY

Reporting Relationships

Reports to the SVP, Digital Distribution, Europe Direct Reports:

- Sales Manager
- Practice Leader

intY endorses the principle of equality and will strive to ensure that everyone has a genuine and equal opportunity to participate to the full extent of their own ambitions and abilities, regardless of age, disability, gender reassignment, marital or civil partnership status, pregnancy or maternity, race, religion and belief, and sex or sexual orientation. Employees can be assured of an environment in which their rights, dignity and individual worth are respected, and in particular that they are able to enjoy their employment with intY.

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