
JOB DESCRIPTION

Position	Regional Enterprise Sales Director
Department	Sales and Marketing
Reporting To	Vice President, Business Development & Marketing
Subordinate(s)	--
Shift(s)	--

DUTIES & RESPONSIBILITIES

As the Regional Enterprise Sales Director, you will be planning, executing and optimizing sales, eventually building your own sales team. You will be required to prospect, generate and close sales within an assigned territory. You should be excited by selling into new markets, strategizing the next steps and negotiating complex deals to win.

1. Assists in the development of the sales plan & sales forecasts for use in organizational planning, budget setting and strategic planning.
2. Selling both directly and engaging closely with alliance and channel partners to develop new business.
3. Work alongside with alliance partners in joint selling campaigns and work with channel partners to help them become independent
4. Work with the existing sales process and collateral and help develop the materials to suit specific and local markets
5. Source, build, maintain and expand business relationships/market share with existing and new customers
6. Analyzes, anticipate and identify customer problems and needs, and recommends appropriate solutions
7. Coordinate and leverage internal relationships and resources including technical presales, executives and delivery teams, where required

8. Directs the customer interfacing relationship and confidently speaks with Senior Management contacts, crafting the proposal, pricing and negotiating the deal to completion
9. Ability to lead/build a team
10. The ability to travel roughly 30% of the time is a requirement when the travel bans are lifted

ARCHETYPES OF THE SUCCESSFUL CANDIDATE

1. Good aptitude to sell at senior level, managing complex deals
2. Good tertiary education in Business, Management, Computer Science and/or related fields
3. 8+ years Enterprise Sales experience with a demonstrable track record of success in new business sales, Business Development, in addition to having experience in selling both project and SaaS solutions and successfully managing as well as closing large enterprise opportunities
4. Sound understanding of AI solutions and their technology space is highly advantageous
5. Will have a ruthless focus on results - pipeline generation, revenue and profit, with the ability to lead and inspire others in your ecosystem
6. Experience and the ability to sell to both the business and IT influencers
7. Effervescent self-starter and team player, excellent communicator both written and verbally with the ability to present to and influence decision-makers at all levels