

Director of Sales - Remote

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Company: ACHIEVE TEST PREP

Location: India

Category: other-general

Job Description

Overview

We are seeking an experienced and dynamic Senior Director of Sales to lead our sales team and drive revenue growth for our organization. The ideal candidate will have a proven track record of successfully managing sales teams, developing strategic sales plans, and achieving ambitious sales targets. This role requires a combination of strong leadership skills, strategic thinking, and hands-on sales expertise.

Responsibilities :

1. Leadership and Team Management:

Lead and inspire a high-performing sales team, providing guidance, coaching, and mentorship to ensure individual and collective success.

Develop and implement effective sales strategies, ensuring alignment with overall business objectives.

Foster a positive and collaborative team culture that encourages innovation, creativity, and continuous improvement.

2. Sales Strategy and Planning

Develop and execute comprehensive sales plans to achieve revenue targets and market share goals.

Analyze market trends, customer needs, and competitor activities to identify opportunities for growth.

Collaborate with cross-functional teams to align sales strategies with product development, marketing, and customer support.

Work closely with the sales team to identify and pursue new business opportunities, expanding the client base and enhancing revenue streams.

4. Performance Metrics and Reporting

Establish and monitor key performance indicators (KPIs) for the sales team, regularly reviewing and analyzing performance against targets.

Provide accurate and timely sales forecasts and reports to senior leadership.

5. Market Expansion and Business Development

Identify new market segments and opportunities for business expansion.

Develop and implement strategies to penetrate new markets, increase market share, and maximize revenue.

6. Collaboration with Other Departments

Collaborate with marketing, product development, and customer support teams to ensure a seamless customer experience and alignment of sales efforts with overall company objectives.

Qualifications :

Bachelor's degree in business, marketing, or a related field (MBA preferred).

At least 5-8 years of proven experience as a successful sales leader, with a track record of achieving and exceeding sales targets.

Strong strategic thinking and analytical skills.

Excellent communication and interpersonal skills.

Demonstrated ability to build and maintain strong client relationships.

Experience in managing and developing high-performing sales teams.

Ability to thrive in a fast-paced, dynamic remote environment.

Experience of working with and driving sales within the US Market

NOTICE: It is essential to attempt the Prescreeners provided during the application process. Applications lacking completed pre-screeners will not be taken into consideration for this position.

Job Details:

Type: Selected candidate will have to work full-time

Schedule: Flexible schedule with availability to overlap during the 9:00 AM - 5:00 PM EST business day.

Remote: 100% Online, based outside the US

Compensation: Depending on skill and experience

Requirements

Requirements and skills Bachelor's degree in journalism, communications, marketing, or a related field. 5 or more years of social media experience including planning and managing content in a corporate or agency setting. Excellent written and verbal communication skills and

must have a thorough understanding of social media management and strategy. Experience using analytics software, an understanding of SEO and unique algorithms of each platform. Multi-tasking and time-management skills, with the ability to prioritize tasks. Ability to work in a fast-paced professional environment. Proven working experience in social media marketing or as a Digital Media Specialist Excellent creativity, writing, editing (photo/video/text), presentation and communication skills Demonstrable social networking experience and social analytics tools knowledge Some knowledge of web design, web development, and CRO. Positive attitude, detail and customer oriented with good multitasking and organizational ability

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Remote: 100% Online

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