



Insert paragraph about who the company is.

Insert paragraph about how fast you are growing and why you need to hire.

The Role

The [Sales Team Leader](#) (insert title, Director, VP etc of Sales) is responsible for leading and expanding the [insert your company name](#) sales team; growing pipeline, providing better processes, supporting and improving the team's overall results.

Does the idea of problem solving, process improvement and technology disruption in one of [the largest industries in North America get you excited?](#) Do you have sales management experience in the technology or [insert relevant industry?](#)

Responsibilities:

- Expand the sales team, by recruiting, hiring and training new account executives.
- Manage personnel activities of staff (i.e. hire, train, coach, appraise, motivate, discipline etc.).
- Coach direct reports to increase closure rates, shorten sales cycles and increase revenue per sale.
- Provide support and guidance to direct reports by participating in and leading client and prospect meetings or engaging other corporate resources as required.
- Monitor and report on sales activity and forecasts to the executive team.
- Develop and implement sales processes and methodologies.

Requirements:

- Proven track record of [software sales](#) experience in a management role, consistently exceeding quota and meeting strategic objectives.
- A strong team leader with success attracting, recruiting, retaining, and mentoring sales talent.
- Able to develop, implement and manage a sales methodology and processes, including accurate forecasts, plans and compensation structures.
- Proven record of success in a high volume transaction sales environment.
- Experience using a CRM to manage leads, opportunities and accounts.
- Bachelor Degree required.
- Willingness to travel, as required.
- A well developed sense of humor.
- Experience using the [insert CRM name](#) CRM and working in or with [the insert relevant industry](#) is an asset.



This is a unique opportunity to work in a rapidly growing, fast-paced organization with a seasoned management team who have been there before. We offer a casual work environment with our head office located in [insert location](#), [competitive compensation](#), [commissions and a comprehensive benefits package](#).

If you are highly motivated, energetic and seek the challenges and rewards of selling a great product, serving customers and reaching your potential, we would like to hear from you.

Submit a resume and cover letter via email to [insert email address here](#)