



Director of Sales

ABOUT US

TruCentive is changing the way organizations deliver rewards and incentives. One of the most exciting segments in the fintech space, incentives automation allows organizations to motivate and delight employees, prospects, and customers with instant recognition and zero waste. We are re-wiring the \$90 billion annually incentives industry with an all-encompassing platform to digitally curate, deliver, and monitor in real-time the delivery of a broad spectrum of incentives. We are looking for energetic people who share our passion for providing unlimited solutions for reward and incentive program providers and have a strong desire to contribute to our growth and healthy financial performance. Our team is all remote – even before the pandemic – and we believe initiative and self-motivation will continue to be our... and your... keys to success.

THE ROLE

We're seeking a Director of Sales to be in a remote based location in the US. You'll be working in a fast-paced environment alongside passionate colleagues determined to do the best work of their career!

REPORTS TO: Chief Revenue Officer

WHAT YOU'LL DO:

- Drive team to full quota attainment
- Lead, manage, mentor, and hold accountable a team of sales professionals
- Manage the day to day needs of the sales team
- Create a high performing, energized and rewarding work environment
- Manage pipeline, monthly and quarterly forecasts, and other key performance metrics
- Work with the leadership team to develop cost effective strategies for managing and scaling the sales organization
- Create strategic call plans to support sales activities
- Interpret data to identify opportunities for performance improvement and implement those approved
- Drive hiring, interviewing, and the success of new hires when needed
- Develop and maintain expert-level knowledge on the features and business application of the TruCentive platform and integrations/partners as needed
- Other duties as assigned

DAILY AND MONTHLY RESPONSIBILITIES:

- Support and solve problems for clients by understanding and exceeding their expectations
- Illustrate the value of TruCentive products and services to create growth opportunities; compile and analyze data to identify trends
- Participate in brainstorming, office activities, staff meetings and client meetings, researching and assisting with program development for existing clients and new prospects
- Perform prospecting activities such as cold calling, online networking and must have a hunter's mindset
- Follow up with clients regularly to ensure needs are being met and identify cross-selling opportunities
- Maintain the data base of clients, prospects, partners, and vendors w/in the company's selected application

WHAT YOU'LL BRING:

- Bachelor's degree (B.A.) preferred; not required
- Experience in a consumer or business facing sales role within a Software as a Service (SaaS) company
- Leadership experience and track record of helping other achieve goals
- Experience with CRM automation
- Experience driving accountability across a sales team
- Ability to influence through clear presentation and communication of complex data analysis
- Ability to recognize and employ appropriate interaction styles and methods to achieve the desired outcome
- Ability to analyze and interpret data to develop insights and recommendations that synthesizes information across functions and perspectives
- Excellent communication, interpersonal, collaboration and consultative skills
- Inquisitive and positive mindset in approaching complex problems

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