



Job Description – Regional Sales Manager

1. **Title:** Regional Sales Manager
2. **Department:** Sales
3. **Reports to:** Senior Vice President of Sales
4. **Job Summary:** The Regional Sales Manager is responsible for maximizing sales of Veramark products and services within a defined territory
5. **Duties and Responsibilities of the job**
 - Prospect and sell into major, Fortune 1000 corporations within the territory. This is the primary job responsibility
 - Prospect for opportunities
 - Build and maintain a pipeline of sales opportunities that supports exceeding target sales quotas
 - Coordinate resources to close for complex sales campaigns including field sales engineers, account managers, product management, customer support and executive management
 - Manage activities of assigned inside account manager(s) in support of territory opportunities. Utilize account managers to help maximize sales in territories, handle SMB opportunities and interact with top resellers in the territory. Direct the assigned account managers to be effective and focused on helping push deals through the pipeline and helping close deals
 - Support large resellers that are located in the territory. Build relationships to help generate sales and leads
 - Capture and document leads, opportunities and accounts in the company CRM software
 - Work with marketing to generate sales leads. Respond with 24 hours to all sales leads generated through marketing and promotion activities
 - Document and deliver to management quarterly territory and large account plans
 - Support selected trade shows and industry conferences that are located in the territory
6. **Experience and Training required**

REQUIRED:

 - 10+ years of software and professional services sales experience
 - Proven success selling and closing deals with Fortune 1000 companies
 - Proven capable of selling to CFO, CIO and CEO
 - Business to business sales experience
 - Proven success at prospecting and building a sales pipeline
 - Self starter, high motivated, driven to achieve sales results that exceed quota
 - Experience with planning and documenting plans for territory development and for large account management
 - Aggressive personality, motivated to win deals
 - Ability to gain strong product and product positioning knowledge

- 4-year college degree in business or technology major

PREFERRED

- Experience selling expense management applications
- Experience with a multi-channel distribution model
- Completed sales training courses

7. Contact With Others

- The position requires daily contact with prospects, partners, customers and employees

8. Confidentiality:

- The Regional Sales Manager will be informed of highly confidential information regarding the products, services and business strategy of the company

9. Management Responsibility

- The Regional Sales Manager will operate in a matrix with responsibility for leading the efforts of one or more inside account managers, selecting and supporting the top resellers in the territory and assembling and leading complex sales campaigns that will require support for various members of the Veramark staff. No direct reports.

10. Work Environment

- The Regional Sales Manager position requires 50% travel
- Regional Sales Managers may work from a regional office (if one exists) or a home office located within the assigned territory

We are seeking innovative and talented people who will outperform customer expectations, be catalysts for innovation and drive technological advancement. If you share our commitment we invite you to send us your resume. Contact us at HR@veramark.com or call 585-383-6813.