



Vice President – Sales

Company Profile

365force Inc. offers cloud strategy consulting, integration, migration, CRM, security, digital and managed services. Partnering with market leaders in technology, 365force combines local and vertical industry expertise in providing holistic solutions to drive business growth. Headquartered in New York, United States, 365force has offices in London, United Kingdom, India, Singapore and Hong Kong.

365force provides an opportunity for self-motivated individuals to develop as entrepreneurs, providing them with the resources, support and training necessary to set them up for success. We provide an environment where personal growth is fostered at one's own pace, in harmony with each individual's work-life priorities.

Job Description

The Vice President – Sales will be a highly motivated and result oriented leader skilled in client management and in charting ambitious sales growth.

Key Responsibilities:

- Strategic planning and guidance for execution of sales plans
- Manage a sales team
- Provide guidance for writing winning client proposals
- Contract negotiation
- Develop and manage abiding client relationships
- Qualify opportunities and develop a strong pipeline
- Manage sales activity utilizing Microsoft Dynamics 365
- Work with and manage to a monthly, quarterly and yearly quota

Professional Certifications / Skills / Abilities:

- A bachelor's degree in business administration or marketing; an MBA is preferable
- At least 7 years of successful IT sales experience, with 3 years in managing high-achieving, result-oriented sales teams; experience in selling cloud services is preferable
- Experience in leading teams that worked cross functionally within organizations to achieve selling success and ensure customer satisfaction
- Experience in working with a variety of different audiences, especially C-level executives
- Experience in working with ROI, cost modeling and other quantitative techniques to convince and convert potential buyers
- Experience in successfully navigating complex sales cycles
- An established network of client relationships
- Strong skills in MS Office Suite; CRM familiarity preferable, ideally Microsoft Dynamics 365



Personal Qualities:

- Excellent all round communication skills - written, verbal, presentational
- Excellent organizational, prioritization and time management skills
- Confident and skillful negotiator
- Proactive, analytical approach to problem solving and decision making
- Strong collaboration and interpersonal skills
- Highly motivated and result oriented leader
- Strong personal and work ethics
- Cognizant of, and invested in, holistic mind / body wellness

Compensation will be discussed upon interest.

Join the virtual global team that gives you the flexibility to live and work anywhere in the world while delivering leading edge technology to clients worldwide.