

Vice President of Sales

Wage information: Salary + bonus
Reports to: CEO
Education: Bachelor's degree
Experience: 5+ years similar experience
Location: South Salt Lake City, UT - No remote office option available
Required travel: Little to none
Date: Immediately
Questions: E-mail careers@monnit.com only. NO CALLS OR DROP-INS accepted.

Who is Monnit?

MONNIT is the global leader in remote monitoring solutions for businesses. Comprised of MONNIT's award winning hardware and software, MONNIT provide leading B2B technology to more than 18,000 customers worldwide, providing practical insights that predict costly failures as well as determine prudent predictive maintenance activity.

Who Are You?

We're seeking a seasoned sales leader, who is motivated by building and managing an all-star team to serve as MONNIT's revenue generating engine. The right person will have a hunger for results, understand the details, and lead a team to deliver exceptional performance. Experience with wireless technology and devices is a plus, but not a requirement.

Job Description:

MONNIT is seeking a dynamic Vice President of North American Sales to drive the growth of the company.

As a key member of our leadership team, the **VP of Sales** will report to the Chief Executive Officer (CEO). S/he will be responsible most importantly for driving critical new sales into new customers but will also help drive growth via cross-selling to existing customers. S/he will help MONNIT scale an effective go-to-market operation that results in at least 20% year over year growth, while meeting or exceeding key industry benchmarks.

Reporting to this position will be Enterprise Sales Managers, Sales and Support Representatives, Sales Engineers and Technical Support.

Responsibilities:

Specific tasks will include:

- Building and managing the sales team including but not limited to; recruiting, onboarding, training, managing the daily operations and mentoring inside sales, field sales and business development representatives;
- Instilling process, discipline, and focus to support a highly repeatable and predictable sales motion;
- Measuring and reporting detailed operational metrics that can be used as a management tool to predict future results and to ensure the company is getting the most out of its sales and marketing investment;

- Refining the sales strategy, customer segmentation, and go-to-market strategy;
- Assuming hands on, player/coach role while delivering results and building the sales team;
- Building and optimizing the sales funnel in support of booking goals, while working with marketing to refine and optimize its marketing efforts;
- Scaling the sales organization, supporting sales infrastructure, and sales systems to support rapid growth

Requirements:

- Possess at least 5 years of sales management experience with B2B technology sales
- Served as a successful sales leader overseeing inside sales, mid-market sales and account development teams in a B2B technology company. Experience selling into a globally dispersed, multi-segmented customer base spanning multiple verticals and channels across a wide range of account sizes
- S/he preferably has sales leadership experience in 15M-150M+ growth company;
- Proven ability to recruit, hire, and train a sales team ranging from 15-250+ as a sales leader in a growing technology company;
- Evidence of consistent, outstanding job performance (e.g., meeting/exceeding quota >90% of the time) with positive management style;
- Data and process driven individual with demonstrated ability to optimize go-to-market operations such that core sales and marketing benchmarks are met or exceeded;
- Possess strong leadership capabilities complemented by a highly collaborative approach toward working with other members of the executive team;
- The successful candidate will possess the following additional core competencies:
- Skilled communicator with strong verbal and written abilities;
- Strong manager focused on holding teams accountable for achieving high levels of individual and organizational performance;
- Strong mentor, capable of identifying, encouraging and leading organizational, team, and individual professional development;
- Commitment to customer satisfaction and success – always having the client's needs and satisfaction in mind during the establishment of metrics, processes, procedures and business outcomes;
- Demonstrated analytical skills where logic and sound reasoning are applied to determine the facts, understand cause and effect, and demonstrate the necessary savvy to apply good judgment in complex situations;
- Strong technical prowess required;
- Must thrive in a fast-paced environment and be willing to “roll-up his/her sleeves”;
- Infallible professional values demonstrated by understanding and modeling a high level of professional values and integrity.

To Apply

- [Apply Online only](#). NO CALLS OR DROP-INS accepted.