

## Director of Sales

Wage information:	Salary, commission, and bonus
Reports to:	CEO
Education:	Bachelor's degree
Experience:	2+ years or similar experience
Location:	South Salt Lake City, UT - No remote office option available
Required travel:	As needed
Date:	Immediately
Correspondence:	E-mail <a href="mailto:careers@monnit.com">careers@monnit.com</a> only. NO CALLS OR DROP-INS accepted.

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### Summary/Objective

Monnit, the global IoT industry leader in remote monitoring solutions, is looking for a highly motivated, top performing, driven individual to manage Monnit's growing sales team as the Director of Sales. The Director of Sales will mentor Monnit's sales representatives to build a cohesive, collaborative, and successful team and will be responsible for motivating and managing the team to achieve both individual and team goals.

### Job Responsibilities

- Manage and lead teams to achieve monthly, quarterly, and annual sales quotas and goals by:
  - Conducting regular weekly meetings to ensure execution of sales responsibilities.
  - Monitoring CRM metrics and activity.
  - Conducting pipeline meetings with teams.
  - Working with accounts both large and small.
  - Defining and teaching proper lead qualification and send leads to appropriate team members.
  - Establishing and understand the metrics by which teams will be monitored and measured by, and educate them on the metrics.
  - Setting quotas and goals with team members.
- Mentor and train sales team members.
- Recruit and hire top performers.
- Listen in and be present to provide feedback to sales teams on proper sales techniques and closes.

### Qualifications

- BA or BS degree in related field
- 2+ years of leadership experience in a sales management role.
- Excellent interpersonal and communication skills
- Experience in developing and training new sales representatives
- Must be proficient with MS Office Tools, NetSuite, and able to type at least 40 wpm.

### Desired Personal Characteristics

- Dynamic self-starter, motivated, and likes to win!
- Strong analytical skills to interpret data and generate insight and action.
- Proactive management style focused on leadership of a team and team metrics.
- Excellent people and communication skills.
- Team player who works well in a collaborative environment.
- Ability to change direction quickly and work independently in a fast-paced environment.
- Ability to provide detailed focus on execution and quickly demonstrate results
- Integrity, honesty and punctuality is expected.

***Monnit is an award-winning technology company considered a leader in the Internet of Things market, along with industry titans which include Samsung, Dell, Microsoft and Cisco. Please visit [www.monnit.com](http://www.monnit.com) for more details.***