

ABOUT SNP

Founded in 1992, SNP is a leadership communications company. Our mission is to make our customer's message clear and memorable. We accomplish this through *content* support, communications *coaching*, and *creative development*. We recognize that no two customers are the same and our approach can't be either. This means that SNPers are adaptable and creative, and must thrive in our fast-paced, collaborative work environment.

As VP of Sales, you are responsible for driving revenue through selling our services. This includes sales growth within existing customer accounts, generating new customers, and leveraging your established network of connections. A Senior Sales Executive must be service-oriented at the core, digging for the meaning behind every message. You are inspired by the idea of scaling our business, bringing the SNP values and products to new relationships.

ABOUT THE ROLE

You're a high performer within a strong sales team. Bringing real value to your customers is not only important to you, it's your mission. You've learned how to develop authentic relationships with your customers, work in teams, mobilize around time-saving CRM tools and logic. You've progressed in the last few years to manage a team and you really enjoy inspiring others, winning deals, and making your mark on the world. You still love to sell. You are ready to go next level with your leadership career, but that opportunity might not be readily available where you are today. You're looking for something different. Something as challenging as you are. People, products and service you believe in. You want to build it your way and scale around the world.

You're responsible for:

- Long-term revenue projections, pricing analysis, and sales negotiations. We are experiencing amazing growth, and are seeking a proven sales leader who can do the following:
 - Shaping and driving a multi-channel global B2B sales strategy that capitalizes on a "best of class" reputation and identifies new opportunities to scale our "human capital" who deliver our programs.
 - Building and growing a world class team of sales leaders capable of delivering explosive results while working in partnership with our executives and program managers.
 - Applying a metrics-driven approach to drive sales insight, opportunity, and results.

We'd like you to have:

- 10+ years of Global B2B leadership experience with at least 5 years of successfully managing operational and functional leaders across Sales and Executive Levels
- Ability to set strategy and participate in business planning initiatives at the C-level
- Partner with senior leadership in designing ways to package our program offerings in new ways that continue to enhance our "best of the best" standards.
- Come equipped with your own book of business and professional relationships with companies relevant to our space (from early start-ups through multinational enterprise). Demonstrated track record of scaling from 10M to 50M in run rate revenue.
- Willingness and skills to drive and manage change management programs across geographies.
- You understand the customer comes first; always and without fail.
- Thrive in an environment of grown-ups who can self manage and execute without heavy direct oversight.
- Operating from a place of personal integrity and values, curiosity is your middle name
- Emotional Intelligence that manifests itself as empathy, patience, and transparency for the team you drive.
- Bachelor's Degree
- A willingness to travel

While being:

- Fun with a good sense of humor
- High energy
- Entrepreneurial and independently minded to get your job done
- Accountable to yourself, your colleagues, and your customers. If you are on a project, you own that project, no matter how big or small.
- A people person with strong presence and confidence who customers and colleagues love to be around
- A smart, nice, person (and you should understand why)
- Confident enough to ask questions and bring ideas forward
- A team player who is comfortable working in a highly autonomous, fast paced environment with a flat management structure

With these skills in your back pocket:

- Presentation delivery
- Customer relationship building
- Negotiation
- Sales goals achievement
- Sales planning

If you think your skills and experience match what we're looking for, please submit your resume and a cover letter to tom@snpnet.com