

**Role:** Head of sales

**Location:** TX, USA

**Salary:** Competitive



### Our Company?

Since 2017 NSYS Group has been a leader and a global supplier of software for companies operating with mobile phones. Our innovative IT solutions are used by clients on 5 continents.

The company's goal is to create cutting-edge, reliable, and easy-to-use software solutions for the secondary mobile electronics market. We have already obtained 4 patents and certifications from international regulatory agencies and this is just the beginning!

We are opening a new branch in the USA and looking for a high-performing Head of sales. The successful candidate will meet our customer acquisition and revenue growth objectives.

Head of sales responsibilities include developing key growth sales strategies, tactics and action plans. Successful execution of these strategies is required to achieve your financial targets. Head of sales duties will include hitting annual targets, building relationships and understanding customer trends.

### Responsibilities:

- *Creating a sales department*
- *Hiring staff*
- *Maintain sales staff by orienting and training employees*
- *Disciplining employees; planning, monitoring and appraising job results*
- *Work collaboratively across teams - including Tech Support, Product management and Marketing*
- *Sales development*
- *Fulfillment of the sales plans*
- *Own and hit/exceed sales targets within assigned territory*
- *Develop and execute a strategic plan to achieve sales targets and expand our customer base*
- *Establish and foster partnerships and relationships with key customers both externally and internally*

### Requirements:

- *3 years proven experience as a head of sales (B2B, preferably in IT)*
- *Ability to communicate, present and influence all levels of the organization, including executive and C-level*
- *Proven ability to drive the sales process from plan to close*
- *Proven ability to articulate the distinct aspects of products and services*
- *Proven ability to position products against competitors*
- *Demonstrable experience as head of sales, developing client-focused, differentiated and achievable solutions*
- *Excellent listening, negotiation and presentation skills*
- *Excellent verbal and written communications skills*
- *Self-motivated, confident and results driven individual*
- *Excellent knowledge of MS Office*
- *Working knowledge of CRM systems*
- *BA/BS degree or equivalent*

### Requirements:

- *International team with informal and motivated culture*
- *Excellent bonus scheme*
- *Our position includes a comprehensive training*
- *Mentoring system*
- *Participation in exhibitions all over the world (once the COVID-19 pandemic ends)*
- *Career Development*

If this sounds like something you would be interested in, then hit the apply button and we will be in touch with you shortly!

### Closing Date:

Due to the large volume of applications we expect for this role, we're sorry to say it may not be possible to respond to every application. If you have not had a response within 14 days of the closing date, then your application has not been successful on this occasion.