



Mansfield Sales Partners Position

Sr. Sales Executive

We are seeking a Senior Sales Executive to join our rapidly growing sales consulting firm.

Mansfield Sales Partners (MSP) is a successful sales consulting organization that assists rapidly growing companies with their sales efforts. Acting as an expansion of our client's internal staff, we provide a team of senior sales professionals to assist with creating sales strategies, building pipeline, opening new markets and territories and ultimately closing business. We have a global base of technology clients ranging from hot start-ups to Fortune 500 vendors that need assistance selling their products and services into the US market. This position is being added as a result of our rapid growth and aggressive client acquisition plans.

This critical sales role involves leading internal teams of sales professionals assigned to specific clients. This player/coach role includes significant client communications at the CEO and VP level, creation of sales plans and strategies and willingness to execute and close business as an individual contributor and team leader.

RESPONSIBILITIES:

- Meeting or exceeding quarterly revenue goals as developed with clients and MSP management
- Participation in client on-boarding activities, development of client-specific sales plans and assembly and management of MSP sales teams necessary to execute on those plans
- Participation and management of lead generation activities
- Timely and appropriate follow-up on leads and prospects
- Preparation of sales forecasts and other client update reports (Outstanding oral and written communication skills are a must)
- Managing the scheduling and utilization of the client's internal team for customer sales presentations, demos, and in-person meetings as needed to close business
- Assisting in the planning of tactical marketing functions for clients, such as email blasts and webinars
- Understanding and monitoring the client's market(s) and associated competitive landscape
- Providing motivation and ideas to the sales team and acting as a team leader

Qualifications:

- A minimum of 10 years sales experience (Technology products and/or services strongly preferred)
- Excellent verbal and written communication skills
- Excellent time management and organizational skills including experience with forecasting and CRM systems and methodologies
- Effective sales skills and the ability to consistently apply those skills in order to achieve sales goals
- Ability to develop strong working relationships with internal and external team members
- Ability to think strategically and execute tactically
- 4-Year college degree strongly preferred

Benefits

We recognize that talented people are attracted to companies that provide competitive pay, aggressive compensation packages and continued training. For this reason we offer competitive base salaries, aggressive commission plans and a great benefits package.