



Sales Directors (Chicago, IL and New York, NY)

This is a groundbreaking opportunity for motivated, professional senior sales executives. This unique opportunity ensures up to a six-figure base salary with a no-cap commission structure plan in Year One. For serious consideration, candidates must reside in Greenwich, Chicago or the New York City metropolitan areas.

Responsibilities:

- Demonstrate ability to sell unique, conceptual product/services mix by focusing on Members and their needs.
- Must meet and/or exceed company sales and revenue goals by pre-selling new product/service offerings, closing new agreements, and up-selling to current Members.
- Close sales via in-person contact.
- Proactively identify and strategize ways to obtain new critical accounts.
- Negotiate contracts and service delivery requirements.
- Work closely with Executive Vice President of Sales and other members of Executive Team.
- Conduct sales presentations and implementation meetings.
- Attend conferences to continuously develop industry knowledge.

Qualifications:

- 8+ years of successful consultative selling experience, preferably in the financial, consulting, or luxury goods and services industries with experience prospecting and establishing relationships via referral selling with high net worth individuals.
- Ability to effectively communicate with top level management and executives; establish key relationships.
- Must have flawless interpersonal and communication skills, as well as a strong sales presence.
- Possess an entrepreneurial spirit, demonstrating flexibility in a dynamic setting.
- Must exhibit teamwork and leadership skills with a desire to earn high income and grow professionally.
- Proficient in Microsoft Office (Word, Excel, Outlook, etc.), as well as with sales force automation.
- Ability to travel frequently throughout assigned territory.
- Must demonstrate ability to work independently in a fast-paced environment.

NOTE: Individuals with work authorization based on non-immigrant visa status should advise type of visa when submitting resume. Due to the volume of responses received, we will only respond to those candidates that we have determined to be of further interest.

All candidates must include Microsoft Word attachment of resume with salary requirements in order to be considered. Submit your Word resume and salary requirements to:

recruiting@sovrn.com