



JOB POSTING

Vice President of Sales

Vicom - Virginia Integrated Communication – Virginia Beach, VA

Department: Sales and Business Development

Reports to: CEO

The Vice President of Sales is responsible for all aspects of the sales lifecycle, which includes: prospecting and qualifying new and existing sales opportunities, performing onsite/online demonstrations, proposing and closing managed service contracts or the sale of services and products. The Vice President of Sales will also work with the marketing department on strategies to help drive demand, including direct marketing, internet inbound marketing strategies, and trade show participation.

Employee Owned. Customer Focused. Vicom is an industry leader dedicated to providing customers with complete integrated solutions and services through every outlet from - initial planning, consultation, design, integration, and implementation. Vicom is 100% employee owned. Employees are empowered to act and think like owners because, they are owners! All employee owners have a vested stake in the company which means their commitment to our communities, customers, and each other is unparalleled.

Essential Duties and Responsibilities:

- Participate as a member of the Vicom executive leadership team
- Develop and oversee sales department from all offices – Virginia Beach and Richmond
- Establish annual and monthly sales objectives in coordination with the company's business plan
- Develop and oversee the annual sales plan
- Provide leadership to the day-to-day operations of the sales department, while maintaining focus on the company's strategic goals
- Monitor the Sales Team productivity and motivate them to reach monthly goals
- Analyze sales statistics to determine business growth potential
- Establish both the market and target customer strategies for the company within all territories (NOVA included)
- Conduct weekly sales meetings to ensure sales activities and opportunities are within compliance of company policies and procedures; through review of the CRM/Manage Sales Dashboard
- Provide guidance to the Sales Team so that sales goals are met
- Travel to Vicom offices and customer sites throughout Virginia as necessary
- Establish and manage sales quotas by reviewing sales opportunity history and forecasts
- Weekly review of the Sales Funnel in ConnectWise; ensure the sales pipeline remains full with qualified leads and prospects
- Remain knowledgeable of market and industry trends, competitors, and leading customer strategies
- Coordinate sales and marketing operations with all other departments of the company
- Collaborate with the appropriate departments to develop and maintain a sales and marketing plan that supports customer needs
- Attend weekly leadership meetings and provide reporting on the sales department

Additional Duties and Responsibilities:

- Escalate sales department issues to the President or CEO as required
- Assist the Sales Team with daily activities as needed
- Ensure consistency of existing systems through creating, maintaining, and enforcing standards/procedures for daily activities

- Develop training programs to develop and refine the skills of the sales team
- Develop in-depth knowledge of the service/cloud/product catalog and how it relates to customer's needs
- Review IT publications and online materials to remain up-to-date with current and future technologies emerging in the industry
- Conduct performance evaluations and mentor the team
- Understand processes in CRM/Manage by completing assigned training materials and blueprints on the ConnectWise University

Knowledge, Skills, and/or Abilities Required:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Extensive experience in all aspects of the sales lifecycle
- Strong understanding of customer sales dynamics and requirements
- Thorough understanding of how customers in the small to medium business market operate
- Demonstrated level of success in the development of client relationships
- Have / maintain valid driver's license and approved / clean driving record
- Reliable transportation and ability to travel throughout Virginia
- High energy and drive with good negotiation skills
- Ability to obtain DCJS certification is required
- Strong organizational and presentation skills
- Skill in preparing written communications and materials
- Interpersonal skills: such as telephony skills, communication skills, active listening and customer-care
- Ability to multi-task and adapt to changes quickly
- Self-motivated with the ability to work in a fast-moving environment
- Thorough understanding of how customers in the small to medium business market operate
- Demonstrated level of success in the development of client relationships
- Enjoy working with customers and external audiences
- High energy and drive with good negotiation skills
- Proficient with general office applications

Excellent benefits package including health insurance, 401K savings and Employee Stock Option Program.

Interested parties should contact B.J Hughes at careers@vicom-corp.com