



Job Description

Job Title

Director - Global Sales & Account Development

FLSA Classification

Exempt Salaried Position

Salary Range and Compensation

\$80,000-\$90,000 per year

Plus Sales compensation initiatives on every product sold, paid on a quarterly basis.

Reports to

Chris Dane

Date

September 16, 2024

Job Summary/objective

Responsible for driving global sales initiatives and ensuring outstanding experience for our travel members. Sales professional and rainmaker. Travel industry product sales experience is preferred. Strategic vision, sales acumen, and leadership will be critical in expanding our market presence and fostering long-term relationships with our clients. Adept at leading high-performing sales teams, leveraging data-driven insights to inform strategies, and utilizing advanced skills in Microsoft PowerPoint and Excel to create compelling presentations and reports.

Key Responsibilities

Reasonable accommodation may be made to enable individuals with disabilities to perform these essential functions.

- **Sales Leadership:** Develop and implement comprehensive sales target list to achieve global sales targets. Lead and mentor the sales/account development team to ensure consistent performance and growth.



- **Account Management:** Build and maintain strong relationships with key accounts. Ensure customer satisfaction and retention through exceptional service and support.
- **Strategic Planning:** Collaborate with senior management to define and execute the company's strategic vision for sales and account management.
- **Market Expansion:** Identify new business opportunities and market trends to drive growth. Expand the company's presence in existing and new markets.
- **Public Speaking:** Represent the company at industry events, conferences, and meetings. Deliver compelling presentations to promote our services and solutions.
- **Collaboration:** Work closely with other departments, including marketing, operations, and product development, to ensure alignment and support for sales initiatives.
- **Travel:** As required.

Key Competencies

- **Industry Experience:** Five years of proven travel industry product sales experience is preferred.
- **Sales Expertise:** Proven track record of achieving sales targets and driving revenue growth. Significant background in building sales, with strong negotiation and closing skills.
- **Leadership Skills:** Experience in closing product sales as well as managing a sales team. Ability to inspire and motivate others.
- **Customer Focus:** Strong commitment to providing exceptional customer service and enhancing the member experience.
- **Communication Skills:** Excellent public speaking and presentation skills. Ability to communicate effectively with stakeholders at all levels.
- **Analytical Skills:** Strong analytical skills with a data-driven approach to decision making.
- **Technical Proficiency:** Proficiency with Microsoft Office Suite or related software including above-average skills in PowerPoint and Excel.
- **Strategic Thinker:** Ability to develop and execute strategic plans. Strong analytical and problem-solving skills.

Other duties as management deems appropriate.

Supervisory responsibilities

Supervise two positions, Manager, Global Sales and Member Experience (2).

Travel required- As necessary to perform the job



Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Signatures

This job description has been approved by:

Manager: Chris Dane Date 8/22/2024

HR: Sanford Epstein Date 8/22/2024