

Corporate Sales Manager – Redwood City, CA

An exciting opportunity to expand your career is waiting for you at Host Analytics. Host Analytics is experiencing rapid growth and your expertise and leadership is needed to take our Corporate Sales team to the next level. Play a key role as you lead this highly visible and motivated team that generates revenues and achieves individual and team quotas. You'll be a valuable contributor to the corporate sales strategy while providing definition and implementation of the plan for Sales to achieve corporate objectives. If you have what it takes to thrive in this fast paced environment and you meet the minimum requirements for this position, please contact us.

Responsibilities:

- Supporting direct reports by participating and leading in client and prospect meetings or engaging other corporate resources as required
- Ongoing mentoring and development of sales team which includes recruiting, hiring and training new Reps on the salesforce.com sales process
- Conducting weekly forecast meetings. Coach direct reports regarding strategies to drive closure
- Reporting on sales activity and forecast to senior sales management
- Consistently monitoring the sales activity of the team, and tracking the results
- Identify and make recommendations for improvement in the areas of Process, Efficiency, Productivity
- Learn and maintain in-depth knowledge of Host Analytics products and technologies, competitors, industry trends

Qualifications:

- BS/BA in Business, Marketing or a computer-related field is required
- Experience in the CPM field or an accounting background is strongly desired
- Five plus years of experience in software sales/management, preferably in financial applications, with a consistent proven track record of over achievement of quota expectations
- Proven experience successfully leading quota carrying sales reps to over-achievement
- Excellent presentation and listening skills
- Must be able to thrive in a very fast paced environment
- Ability to effectively hire and train new sales representatives
- High business acumen is a must
- Proven ability to manage complex sales cycle
- Excellent communication and conflict resolution
- Strong relationship building skills and overall comprehension of sales cycles
- Excellent leadership, interpersonal & communication skills
- Knowledge of Financial Applications and complimentary solutions preferred

To Apply:

Please forward resumes to: