

OUR COMPANY SIZE: Less Than 100 People

JOB DESCRIPTION

Director Of Sales & Marketing (Work Full-Time Or Part-Time)

This is a **remote position**. As such, candidates can be located in any major city in India. This position requires the Director Of Sales & Marketing to assist the company with creating a high-performing sales team that consists of Outside Sales Managers, and no fewer than 80 Outside Sales Representatives. The sales team will operate within a variety of different territories throughout India.

Candidates are required to have a home office that is equipped with a laptop or a computer. Candidates must have reliable internet service at their home office and on their cell phones at all times during work hours. Candidates must have reliable means of transportation. We currently need to hire 4 Directors of Sales & Marketing. This position requires some local traveling in the territory.

REQUIRED EXPERIENCE

- College Degree or equivalent experience working as a Director of Sales and Marketing or a Sales Director

DUTIES AND RESPONSIBILITIES

Altekk Marketing is seeking an experienced Director of Sales and marketing to help the company create a dynamic Outside Sales Team. This position reports to the VP of Sales & Marketing. This is an Independent Contractor position that allows great flexibility regarding your work hours.

- Work closely with the VP of Sales & Marketing to achieve territory goals
- Hire Sales Managers to oversee the activities of the Sales Representatives in the sales territory; terminate non-performing Sales Managers
- Grow the Outside Sales Team to at least 80 sales reps (20 in each territory). They can be located in any major city in India; Oversee the entire sales team
- Attend marketing and business events in assigned territories to promote the company's brand in the community; increase company visibility in the area
- Use the company-provided CRM Database to track the sales activity of the entire sales team.

DIRECTOR OF SALES & MARKETING

- Generate sales pipeline reports for discussion with each Sales Manager on your team. Generate weekly reports from the CRM for discussion with the VP of Sales and Marketing. Ensure all customer-related issues are resolved amicably

DESIRED SKILL SETS

- Must have a **servant leadership mindset** to gain and maintain the respect of the sales team. Lead by example attitude when it comes to completing tasks
- Must be a natural-born leader and possess the ability to effectively lead the sales team to a successful outcome; have an extroverted personality
- Must have excellent verbal and written communication skills
- Must have the ability to build meaningful connections and rapport quickly
- Friendly outgoing personality; loves meeting new people; likes to smile a lot
- Must be able to multi-task and handle a variety of different tasks at a time
- Strong negotiation skills, good vocabulary, and must be a great listener
- Forward-thinking, proactive, dynamic, and performs well under pressure

COMPENSATION

The Director Of Sales And Marketing **can earn a lot of money in commissions each month in this position.** Commissions are earned from overrides generated by the sales team.

With the right sales leader, the sales territory can yield significant financial returns for the Director Of Sales And Marketing. This is a senior management position that provides 100% commission-based earnings.

To apply for this management position, please visit us online: **www.altekk.com**