

June 2022 open positions

Director, Retail Sales

Our company is on the hunt for a talented and experienced director of sales. We need a self-motivated professional with proven managerial experience and an outstanding track record in sales to enterprise retailers and local merchants alike. In this position, you will be responsible for meeting our annual sales targets within assigned regions and accounts.

Your duties will include designing strategic sales plans, and assessing costs and competition. In addition to being an excellent communicator, our ideal candidate will also demonstrate exceptional negotiation and leadership skills.

Director of Sales Responsibilities:

- Designing and implementing strategic plans to reach sales targets.
- Cultivating lasting relationships with customers to grow customer loyalty.
- Developing and promoting weekly, monthly, and quarterly sales objectives.
- Drafting detailed and accurate sales reports.
- Working with customers to better understand their business needs and goals.
- Assessing costs, competition, and supply and demand to identify selling prices.
- Estimating sales volume and profit for current and new products.
- Establishing a sales training program to train new employees.

Director of Sales Requirements:

- Bachelor's degree in marketing, business administration, or a relevant field.
- A minimum of 5 years direct sales experience in the retail sector.
- In-depth knowledge of marketing techniques and best practices.
- Capacity to manage various projects and work to tight deadlines.
- Excellent negotiation and leadership skills.
- Outstanding written and verbal communication skills.