



**Job Title: National Sales Manager**

**Reports to: CEO**

**MISSION**

To lead a team of National Sales Executives to achieve annual revenue goals for XINNIX.

**RESPONSIBILITIES AND EXPECTATIONS OF POSITION**

- Lead and manage a team of National Sales Executives in an award winning culture
- Participate with the Leadership Team in the execution of the XINNIX Corporate Strategy across multiple functions
- Assist in the development and management of new clients using multiple solutions
- Create annual sales strategy and participate in the XINNIX annual planning process
- Create and manage sales forecast: Monthly, Quarterly, and Annually
- Plan and manage participation in industry and client sales conferences and events
- Manage the sales and marketing process from lead generation, business development, client engagement, and solution selling
- Develop, prioritize, and manage key performance indicators: revenue targets, opportunity pipeline, full solution selling and customer relationship development
- Participate in product pricing and product packaging strategy discussions
- Source, assess and recruit outstanding sales talent
- Develop and manage annual sales budgets and achieve annual and monthly sales targets

**SKILLS**

- Strong people skills and emotional intelligence
- Ability to develop relationships and work effectively with cross-functional teams
- Proficiency with CRM (HubSpot), sales enablement tools and adept in using Microsoft Office applications
- Strong executive presence, written and oral communication
- Strong diligence with the ability to listen, assess and evaluate client needs to convert to sales
- Ability to lead team problem-solving and cross-functional collaboration sessions
- Ability to penetrate and grow new markets & revenue sources
- Successful leadership of Sales Teams
- Advanced presentation skills
- Ability to plan, manage and execute multiple initiatives simultaneously
- Ability to motivate, encourage and develop individuals to achieve exceptional levels of performance and growth
- Demonstrates organized workflow methods to successfully meet deadlines and balance priorities

**KNOWLEDGE**

- Knowledge of sales processes and effective selling techniques
- Knowledge of sales enablement and sales effectiveness best practices
- Strategic planning and execution
- Proficient with HubSpot, dashboards, and reporting - data driven decisions
- Knowledge with subscription/SaaS and recurring revenue models

**EXPERIENCE**

- 5-10 years of sales management experience
- Experience in hiring, developing, mentoring, and coaching a sales team
- Experienced in B2B sales strategies
- Solution based selling experience at the enterprise level.
- Experience at speaking with and influencing C-level personas
- Ideally, experience in the sales training industry

**EDUCATION**

- A bachelor's degree in business or business-related disciplines (finance, accounting, marketing, etc.)
- In lieu of education requirement, business and management experience may be acceptable

*Please submit resumes to [tgostomski@XINNIX.com](mailto:tgostomski@XINNIX.com)*