

Job Description

TITLE: Director of Sales

PROGRAM AREA(S): Sales

REPORTS TO: Founder and Principal

Out Leadership (OL) is a global LGBT+ business advisory company, partnering with the world's most influential firms to build business opportunity, cultivate talent, and drive equality forward. Including LGBT+ people at all levels powerfully benefits bottom lines. We help companies realize their Return on Equality™. Out Leadership is a certified B Corp. For more information about our global initiatives or to learn about our advisory work, please visit [OutLeadership.com](https://outleadership.com), and also see our company overviews here: [OL Overview \(Requires Adobe Acrobat\)](#) and [OL About Us Video \(Opens YouTube\)](#).

DESCRIPTION

Out Leadership is searching for an experienced, reliable and task-oriented Director of Sales, accustomed to outside sales, who will work directly with OL Founder and Principal, Todd Sears, with opportunities to collaborate with OL Staff.

The Director of Sales will be responsible for generating sales with new clients across the OL product line, and for expanding sales with existing OL clients and verticals. OL's clients are often large multinational firms, and as such, the Director of Sales should be accustomed to an "always-on" work environment, able to manage their time and be cognizant that some opportunities may exist in other time zones and countries (Hong Kong, Sydney, *etc.*). The Director of Sales will also be tasked with tracking their progress using established OL technologies such as Asana, Salesforce and Excel.

The ideal candidate will have a demonstrated history of success in outside sales for advisory products and client relationships, be highly self-motivated, professional, responsive and capable of managing a heavy workload and prioritizing tasks in a fast-paced, global corporate environment. The candidate should have experience in both selling to existing clients, and growing sales in a methodical, and measurable way by creating a sales strategy that covers both short term and long term goals with specific monetary targets and prospective clients, following through using OL's Salesforce CRM, and should be comfortable using metrics to judge and adjust performance. The candidate should be self-confident, adept at presentation, negotiation, and closing deals.

OUT
LEADERSHIP

RESPONSIBILITIES

- Generating sales by prospecting new leads and converting into new clients
- Expanding breadth of OL product engagement with existing clients
- Producing competitive analyses
- Producing viable sales strategy with measurable goals, implementing the strategy and tracking goals with metrics
- Provide customer feedback and analysis of customer demand to OL’s leadership, marketing and product development teams
- Create and provide reports on sales, and sales metrics

REQUIRED SKILLS

The ideal candidate will:

- Have ten (10) or more years of successful commission-based, outside sales experience;
- Have an existing network of clients across multiple sectors;
- Be skilled at cold calling and securing sales from large business accounts;
- Seek out and participating in local networking events;
- Identify prospects, customers, and referral sources, while developing and maintaining excellent relationships;
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, *etc.*;
- Recommend changes in products, service, and policy by evaluating results and competitive developments;
- Have strong interpersonal, relationship and communication skills (oral, written, presentation);
- Have exceptional prioritization, organizational, and problem-solving skills;
- Be able to resolve customer complaints by investigating problems, develop solutions and make recommendations to management;
- Maintain professional and technical knowledge by attending educational workshops; review professional publications; establish personal networks; participate in professional societies;
- Be self-motivated, and organized self-starter who can take initial direction on a project, assume ownership of it with a positive attitude
- Have Google for Business skills (G-Mail, Google Calendar, Docs, Sheets, *etc.*), with an ability to become familiar with firm-specific programs and software, with competency in Salesforce, and a preferred familiarity with Asana;
- Provide historical records by maintaining records on area and customer sales;
- Contribute to team effort by accomplishing related results as needed;
- Have a background in the for-profit advisory and consultancy sector; and
- Have a bachelor’s degree from an accredited institution – preferred, though not required.

LOCATION

OL’s global headquarters is located in New York City, but the Director of Sales may be based out of another location in the United States. The Director of Sales should be prepared to spend some time at OL global headquarters, particularly at the beginning of the engagement.



NEXT STEPS

Interested applicants should send any questions or a cover letter and resume to Jeff Li, Director of Operations, at Jobs@OutLeadership.com.

Equal Opportunity Employer

Out Leadership is an equal opportunity employer and is firmly committed to complying with all federal, state and local equal employment opportunity (“EEO”) laws. Out Leadership strictly prohibits discrimination against any employee or applicant for employment because of the individual’s race, creed, color, sex, religion, national origin, age, sexual orientation, height and weight, disability, gender identity or expression, marital status, partnership status, genetic predisposition or carrier status, military status, arrest record and any other characteristic protected by law.

Out Leadership is especially interested in applicants that reflect the full diversity of the community we serve. Immigrants, people of color, transgender and gender nonconforming people, intersex people, and people of different abilities are strongly encouraged to apply.