

# Vice President for Sales

## Job Description

### Responsibilities

- You are responsible for strategic leadership and P&L ownership of Mighty Jaxx's fast-growing, online and offline businesses.
- You are in charge of creating sales goals and KPIs that ladder up to meet the overall business objectives and growth targets.
- You will manage a team responsible for all aspects of digital commerce, retail, CRM, sales operations, web platform operations, customer service and analytics.
- You will provide leadership and mentorship to the sales function to reach its full potential in terms of sales and profits.
- You will partner the marketing function on creating integrated marketing programs that cohesively speak to our customers during every interaction including direct marketing, in-store marketing, advertising, etc.
- You will leverage on marketing and technology teams to develop customer acquisition and retention strategies.
- You will drive seasonal sales & profit plans, ensuring that strategic and budgetary goals are met.
- You will lead in the development of sales, pursuit and capture of strategies to generate revenue for the company on a global scale.
- You will develop and maintain customer contacts while initiating and establishing new contacts.
- You will establish, maintain and grow executive-level relationships with key decision makers and market drivers.
- You will qualify prospects according to capabilities. You will develop and manage the execution of the sales process and leverage appropriate resources to secure sales.
- You will assume leadership and ownership of presentations, proposals and other documents including but not limited to the preparation of annual reports and CEO reports.
- You will provide accurate sales forecasts based on realistic timelines.
- You are in charge of the company's sales forecast and will track key account metrics (e.g. quarterly sales results and annual forecasts).
- You will follow-up on the collection of payments.
- You will monitor revenue achievements against targets and adjust sales plans/territory strategies accordingly.

## Requirements

- Bachelor's Degree in Business Management, Business Administration, Marketing, Supply Chain Management or equivalent; MBA is a plus.
- Minimum of 8 years General Management experience with a minimum of 5 years in e-commerce or internet-related business preferred.
- Experience in retail or consumer goods.
- High-level strategic thinker who has a solid understanding of business strategy as well as experience turning integrating marketing objectives into overall strategy.
- Strong budget management skills with the ability to create superior results at efficient costs.
- Strong project management and problem-solving skills.
- Build strong relationship and trust with both internal and external stakeholders.
- Strong influencing skills and ability to champion complex projects both cross-functionally and vertically within the organization.
- Customer-centric: one who puts the customer at the core of their strategies and invests in creating great experiences that reinforce the mission of the business.
- Highly analytical, structured thinker who is able to glean clear, salient ideas from complex information and very clearly communicate them to a diverse set of stakeholders in a way they will understand.
- A highly organized "doer" with an exceptional ability to multitask, who will take initiative and execute on developing structure around something new.

- An empathetic leader that enjoys coaching and supporting their team's development.
- A natural collaborator: one with a passion for working collaboratively and cross-functionally with other teams.
- "No task too small" mentality, willing to roll up sleeves and get things done.