

VP National Sales & Client Relations

Winnipeg, MB

Our client is a fast growing technology-based professional solutions organization and a key player within the highly competitive business services marketplace. Known for their innovation when it comes to identifying business solutions for their clients, they are looking to complement their already strong executive team.

The **VP National Sales & Client Relations** is responsible for acquiring new clients and capturing market share. Continuing to build and to motivate an effective high performance sales team for Western Canada will be the primary focus, followed closely by building a similar sales force in the East.

Key responsibilities include:

- Develop and implement a strategic sales plan to achieve corporate revenue and profit goals.
- Identify and foster potential business relationships, ultimately leading to major partnership opportunities.
- Monitor competitors' products and services in the market place to ensure competitiveness.
- Supervise all aspects of team performance including maintaining service levels, individual performance statistics and quality monitoring.

Qualifications:

- Minimum 10 years of progressively senior direct sales experience with emphasis on partnering to acquire major accounts.
- Sales and sales management experience at a national level.
- Experience with sophisticated and complex 'solution selling' with a proven track record.
- Keen mind (strong analytical ability, good judgment, capacity to think strategically and multi-dimensionally).
- Resilient, excellent negotiator.
- High integrity, strong work ethic, hands on style. Outstanding business acumen.
- Strong personal presence with high energy.
- Committed team player.
- Outstanding sales leadership capabilities with a proven track record of success.
- Excellent communication skills, both oral and written.
- Degree and/or professional designation highly desirable.

Should this exceptional opportunity be of interest to you, **please forward your resume** to mbaker@boyden.com. Please contact Dr. John McFerran at (204) 940-3902 with any questions you may have pertaining to this opportunity.