



Sales Director Enterprise Software

USA (TX, GA, MN, NJ)

Due to very fast-growing interest and demand, Vinturas is recruiting an Enterprise Sales Director in the United States (TX, GA, MN, NJ).

The ideal candidate must be well-versed in logistics and supply chain processes, digitization, and technology, and be able to articulate the value propositions to all stakeholders in the targeted prospect organizations. Experience or a good understanding of private blockchain technology is a big plus.

In this Sales position, you will work with all levels of Supply Chain, Logistics, and IT, incl. C-level.

This is an excellent opportunity to work for a fast-growing and disruptive global scale-up company, that has built the first cloud-based supply chain interoperability and network solution in the Finished Vehicle industry, using blockchain technology.

Responsibilities:

- Lead and exceed annual Sales by targeting prospects that will have a major strategic impact on the long-term success of the organization
- Prospect into enterprise accounts, generate interest, qualify and develop new business
- Build and maintain strong, long-lasting customer relationships
- Position and sell the full value of Vinturas' product portfolio to maximize sales, customer growth, and customer satisfaction, leveraging a high-touch and consultative customer engagement model, and an established sales process
- Organizational mastery to manage multiple deals at any time
- Proactively research and analyse available customer situational information to build and position a customized value proposition; construct and deliver customer propositions that are concise, compelling, and valuable in the eyes of the prospect or the customer

Minimum Qualifications:

- Bachelor's degree in Supply Chain Management, Business Management or related fields



- Must have 10+ years of enterprise software sales experience in the supply chain, logistics, or manufacturing industries
- Proven ability to drive the sales process from plan to close
- Proven track record of consistently exceeding sales goals and quota
- 'A' player with a proven track record of success selling enterprise software business applications to Fortune 500 accounts
- Previous exposure and success with complex sales processes involving 2-4 decision makers and sales cycles of 6 to 12+ months
- An existing set of VP, C-Level, and Directors in the client base who are excited to hear about your latest opportunity, or if you don't have the contacts, you know how and aren't afraid to contact them
- Experience in the Automotive industry is a big plus
- Experience or good understanding of private blockchain technology is a big plus
- Excellent listening, negotiation, and presentation skills and ability to interact with all levels within the organizations
- English language skills are required, any other language is a big plus
- Ability to articulate and credibly discuss industry issues, trends, and business solutions with customers/prospects
- Ability to learn and pick up on our products and articulate the distinct aspects of products and services
- Demonstrated ability to manage heavy workloads, prioritize work appropriately, and meet assigned deadlines; excellent organizational and analytical skills
- ~50% travel to client locations required as needed (subject to Covid19 a.o. restrictions)
- Office location: remote, home office

Please send your application to: hr@Vinturas.com