Vice President of Sales

Location

 📍 United States, Santa Clara – CA, Boulder – CO, San Antonio – TX, Other US locations – Remote

This is a Full Time, Exempt position and reports to the Chief Revenue Officer of the Company. It is based out of one of our U.S. offices in Santa Clara, CA, San Antonio, TX, Boulder, CO or remotely in select states.

Your mission

Webscale is a leading managed services platform. Its fully optimized, highly secure and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

As we extend our business, we are looking for a Vice President of Sales to lead and continue to build our global sales team.

What we're looking for in you

We have aggressive plans for continued expansion with thousands of customers and growing. As a Vice President of Sales at Webscale, you will be a key player in helping us become a world-class sales organization by executing the company's strategic direction and exceeding targets. The ideal candidate will demonstrate a track record of success as part of a growing, industry-leading technology sales team.

What you'll be doing

- Develop and execute sales strategies and forecast sales volumes for all products

- Establish and manage organizational goals, objectives, and operating procedures in line with the overall business plan of the region and the company's business objectives

- Deliver continuous improvement to business and operational processes to drive quality, productivity, performance, and financial results.

- Establish and continuously improve governance and information flows

- Manage a sales budget as well as revenue forecast and tracking, in close coordination with Finance

- Responsible for directing the organization to ensure the attainment of financial and strategic goals within the geography in support of the company's overall sales and strategic objectives

- Design, deploy and adapt the Sales organization across industry verticals

- Recruit, manage, motivate and retain experienced world-class sales managers and representatives and coach them to create high-quality performers

- Successfully manage and engage the team in sales and solution-selling involving compelling value propositions to customers and prospects

- Coach the team to develop strong customer loyalty within current accounts to help cross-sell and up-sell opportunities for the team, along with creating a solid referral network

- Responsible for developing sales strategies to retain and develop activities with actual customers and bringing new customers onboard

What you should have

- Demonstrate success in managing multiple sales roles, including recent customer acquisition, expansion, renewals, and retention

- Well-articulated and demonstrated enterprise sales process & methodology

- Strong problem solving and excellent communication skills

- Highly organized, disciplined, and process driven

- Ability to make decisions, provide advice, and explain the rationale related to complex matters

- Adept at building strong relationships with functional peers, subordinates, and executive management, including the Board of Directors

- Ability to plan Sales organizational needs 6-12 months in advance

- Executive presence, professionalism, and maturity

- High-level understanding of the enterprise software industry and in-depth knowledge in SaaS, Cloud, and PaaS business models, as well as experience leading a sales organization selling ecommerce and integrated payment solutions to SMB, MM, and Enterprise merchants

- Highly developed business acumen, strategic planning, organizational assessment, and problem-solving skills

- Ability to work comfortably in highly varying levels of abstraction across business strategy, customer engagement, operations strategy, and implementation

- Strong relationship building, influencing, communication, and facilitation skills.

- Be a creative, innovative thinker with a proven ability to scale steep learning curves quickly. Structured problem-solving skill sets are a must.

- Passionate about the company and ultra-competitive drive to succeed; "whatever it takes" attitude

- **Driven:** You are a driven team player, collaborator, and relationship builder whose infectious can-do attitude inspires others and encourages great performance in a fast-moving environment.

- **Entrepreneurial:** You thrive in a fast-paced, changing environment and you're excited by the chance to play a large role.

- **Relentless Improvement:** We are growing our team and building our company. Ideal candidates will be enthusiastic seekers of new ideas for improvement and will be excited to stay current in the practices of other top startups. We want you to bring your thoughts, constantly hatch new ideas and share recommendations often. We have a high bar and will always look to raise it.

- **Passionate:** You must be passionate about technology and ensuring our clients are successful; we love seeing hunger and ambition.

Standard Qualifications and Experience

- Bachelor's degree

- Formal sales training preferred

- Minimum ten years of previous experience as a VP of Sales with a track record of success leading a sales team selling ecommerce, integrated payments, and embedded software solutions

- Experience with both SMB and Enterprise sales, high volume, highly transactional sales, and customer upsell and cross-sell programs

- Experience with inbound and outbound demand generation processes and systems

- 15+ years of experience in operational and strategic sales leadership roles in high-growth, fast-paced companies, demonstrating both excellent business and operational acumen

- Proven track record of meeting quota with the skills in sales and solution selling involving compelling value propositions

- Executive leadership experience working in highly distributed organizations in companies with global reach

- Senior leadership experience in strategic planning, project budgeting/forecasting, decision support, and management reporting.

- Proven track record of success in hiring, developing, retaining, and coaching staff

- Experience managing and motivating teams in a dynamic environment

About Webscale

Webscale is a leading managed services platform. Its fully optimized, highly secure and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

Webscale powers Fortune 1000 brands and thousands of other B2C, B2B, and B2E ecommerce storefronts across 12 countries and has offices in Santa Clara, CA, Boulder, CO, San Antonio, TX, Bangalore, India, and London, UK.

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