

Sales Director - New York City

Corporation Service Company (www.cscglobal.com) is an industry leading 110 year-old international company. We work with the largest corporations, law firms and financial institutions in the world to help them manage their Internet brands, legal matters, and entities.

We have an immediate opening for a highly motivated **Sales Leader** whose leadership skills, passion for consultative selling along with our excellent solutions will result in the growth of existing accounts and the acquisition of new customers.

Responsibilities include:

- Establish challenging goals for individuals and for the team that are aligned with organizational growth plans.
- Manage the performance and track progress of team members, as well as raise the bar on individual and team performance.
- Implement and manage new processes that create a difference in the success of the organization.
- Develop and manage reports to track company service and production goals.

Required qualifications include:

- Five + years leading a high performing sales team to consistent & exceptional achievement in exceeding sales goals.
- A passion and aptitude for consultative selling.
- Demonstrated team leadership in SaaS, Technical Services, Legal, or Professional Services environment.
- Experience with a very hands-on approach to leading teams.
- Experience with managing conflict and employee relation issues.
- Experience with administering performance evaluations.
- Experience implementing operating plans, hiring plans, and process improvements.
- Strong communication skills-written, oral and presentation skills.
- Strong analytical and problem-solving skills.
- Bachelor's degree or equivalent work experience.