

Position: Director – Enterprise Sales

Classification: Salaried

Reports to: Chief Marketing and Business Development Officer (CMBDO)

Location: Madison, WI

General Overview:

The TantaComm Sales Team helps customers transform and evolve their business through the use of contact center software products. As part of an entrepreneurial team in this rapidly growing business, you will help shape the future of how technology is deployed in the workplace.

TantaComm's Director of Sales role is an exciting opportunity to help build TantaComm's cloud contact center business, and define the future of truly ground-breaking technology in the contact center.

In this role, you work to drive awareness, adoption and business of TantaComm's contact center software, exceeding quarterly goals. Given that TantaComm's Cloud Contact Center offering is a start-up business within TantaComm, this role commands a large amount of responsibility, and you are expected to participate actively in all aspects of building the business, including strategic planning, demand generation, installed base engagement/promotion, and net new account acquisition.

Primary responsibilities:

- Highly proficient at both virtual and in-person presentations and demos.
- Passionate about building relationships, a client base, consulting with prospects and demonstrating the right solutions for their needs.
- A consultative sales philosophy balanced with knowledge and drive to close business.
- Strategic and tactical, committed to evolving your career in enterprise software sales with a unique space.
- Selling approach is team oriented, appropriately utilizing TantaComm's resources, to achieve and exceed assigned revenue targets.
- Secure revenue commitments from your portfolio and accurately forecast your business within SFDC.
- Develop and maintain knowledge of positioning, products, functionality, ROI, and the general contact center marketplace.
- Assist to determine appropriate licensing options; negotiate pricing, terms and conditions within established guidelines, using management as appropriate.
- Collaborate with Marketing to drive the creation and utilization of sales collateral as well as demand generation programs and campaigns that drive partner revenue
- Leads the channel programs' development for prospective clients
- Prepares and delivers presentations, proposals and contracts for clients
- Monitoring the competition's activity and creates competitive offers based on market information.

Qualifications:

- 5+ years in Telecom, Contact Center or IT-related sales experience.
- Demonstrated track record of successful quota attainment in a commissioned sales role.
- Ability to engage with and motivate partner marketing to support partner requirements.
- Ability to develop and implement partner business plans that drive partner revenue goals.
- Ability to recruit new partnerships.
- Technically adept, experienced with remote access, collaboration, or security markets.
- Ability to work independently and in a team environment.
- Experience working with partners, channel, and integrators to build strategic programs that drive demand and sales.
- Strong negotiation and relationship skills with proven ability to influence plans and objectives.
- Excellent business systems and computer related skills to include MSOffice and CRM systems.
- 50% Travel Required.
- Successful completion of the background check process.

Characteristics:

- Commitment to excellence, high integrity, high energy, proven team player.
- Detail oriented, very organized, self-starter.
- Persistent and dependable.
- Able to work collaboratively in a team environment.
- Strong customer and partner focused on establishing and developing long term, lasting relationships.
- Ability to work in a fast-paced environment and proven experience to make an immediate impact.
- Obvious passion and people skills.
- Great communication skills, both written and verbal.