

Job Title & Description:

VP Sales

Job Summary

The St Regis Group is seeking a Senior Vice President of Sales who is a creative, analytical, and experienced leader who will manage the overall direction and strategic initiatives to expand our customer base and nurture existing relationships. The ideal candidate will be able to motivate and guide our sales efforts and work collaboratively with the sales and marketing teams to build an effective, high-performing, and goal-oriented sales force.

Key Responsibilities

- Develop and drive key sales strategies or initiatives
- Measure and monitor sales processes to improve and enhance performance
- Identify where improvements can be made and develop sales plans and strategies to achieve set goals
- Plan and organize trade shows and visit high-value customers across North America
- Manage contracts and agreements to ensure that expectations are being established, communicated, and met
- Develop, maintain, and share perspectives on the competitive landscape as they relate to sales strategies and product/service strategies
- Possess a strategic understanding of multiple market spaces and leading trends to proactively identify issues/opportunities/solutions
- Develop strong, collaborative relationships at all levels and work closely with cross-functional leaders in marketing and customer service.
- Update the executive team with progress reports and feedback from the field

Requirements & Qualifications

- A collaborative team player with strong interpersonal skills, and the ability to work both independently and as a member of a larger team.
- Excellent verbal and written communication skills including the ability to influence others and to collaborate across levels of the organization.
- A Strategic thinker that makes use of data and systems to support a sales team to maximize growth opportunities with existing and new customers.
- In-depth knowledge of selling strategies and methods, as well as employee motivation techniques
- Strong working knowledge of the company's products, competitive products, and the market
- Ability to be creative, transparent, and adaptive in a constantly changing environment
- Highly motivated, self-starter with strong business acumen and negotiation skills

About St Regis

Innovative ideas. Inspiring results. Founded in 1999 as a small awards company, the St Regis Group has grown steadily into North America's premier supplier of Awards & Recognition, Promotional Products, and Corporate Gifts. Over the years, St Regis has expanded into large facilities comprising over 400,000 square feet of manufacturing and warehousing in Chicago, IL, and Markham, ON. The company has over 400 employees in North America and has partnerships with dozens of premium world-renowned brands. We are passionate about our team, our customers, our products and 'what we leave behind' see <https://us.stregisgrp.com/brightfuture>.