

Job Description

Title: **AreaSales Director**
Department: **Sales & Marketing**
Updated: **2006**

Objective

The Sales Director is responsible for developing and building exponential sales revenue, and must optimize activities to produce maximum sales revenues while minimizing sales expenses. This is to be accomplished via focused prospecting activity, consultative sales skills, TDI resource management, and effective management of the TDI sales process.

Reporting Relationships:

This position reports directly to the Vice President of Sales & Marketing.

Essential Responsibilities

- Responsible for developing and maintaining a sales pipeline that will produce sales revenue according to pre-determined quarterly revenue targets.
- Required to develop and maintain positive productive relationships with the key account decision makers and influencers.
- Routinely provide accurate sales forecasts and account management details as required by TDI sales management and directors.

Knowledge / Skills Requirements:

- Experience with and demonstrable understanding of telecommunications, voice and data networks including LANs, WANs, and carrier access technologies.
- Proven successful track record in account management position with similar consultative sales process. (Capital Equipment and/or software sales background preferred)
- Excellent written and verbal communications skills.
- Creative problem solving skills.
- Excellent presentation skills
- Strong organizational and time management skills.
- Able to travel extensively

Technical Skills Required:

- Must have excellent computer skills, including:
 - Microsoft Windows
 - Word, Excel, Outlook
 - SalesLogix
- Candidate will also have a good working knowledge of:
 - Computer Networks
 - Enterprise communications systems & networks
 - Computer telephony integration
 - Emerging technologies (VoIP, Internet, CRM, etc.)
 - Enterprise call center operations.

EDUCATION AND/OR EQUIVALENT EXPERIENCE:

- Bachelor's degree in a related discipline, and/or equivalent combination of education and experience.
- Minimum six years related experience.
- Experience with call center related software preferred.

<p><i>The above statements are intended to describe the general nature of work assigned to this job. This is not intended to be an exhaustive list of all responsibilities, duties and requirements.</i></p>
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