

VP Sales

Generous package - London

Reporting to CEO

Our Client leads the field in personalized email marketing for smart retailers, including many established high street names. With AI-powered customer intelligence and a cross-channel marketing platform, our client brings together everything competitive retailers seek for effective retention marketing. They are the 'go to' solution for this sector. Well funded and lead by a very dynamic CEO; their prospects are excellent.

Reporting to the CEO you'll be an experienced sales manager with a proven track record winning new business and building a team of highly motivated sales professionals. An excellent communicator, your role will be to liaise with the board and deliver on aggressive new business targets. Self-motivated and a team player, we are looking for a resilient individual who will lead from the front. You'll have at least five years experience delivering new revenue in a competitive sector. We are seeking an ambitious leader who will:

- Recruit, coach and motivate the sales team
- Deliver on aggressive revenue targets
- Have experience in working in a start up culture
- Understand the retail sector and preferably have contacts
- Understand ecommerce and email marketing
- Have excellent leadership skills
- Have experience in developing a compelling strategy and delivering on it
- Be results focused
- Have an impressive sales track record
- Be methodical, process driven and able to resolve complex challenges
- Have experience in producing complex reports and have accurate forecasting skills

We are looking for a very dynamic VP of sales, someone who'll lead from the front and thrive in an exciting well funded start up. Our client offers a competitive package and an open culture where the team is paramount. Interested? Please contact Nigel McNeill-Moss on +44 20 7439 1919 or send your CV to nigel@prospectmsl.com. Quote ref 8222-OM-NMM-VPsales