

Position Title: Vice President, International Sales (EMEA)
Department: Government Markets
Reports to (titles): Chief Executive Officer
Manages (titles): Sales Manager, Sales Director
FLSA: Exempt
Location: Fairfax, VA

Overview:

The VP International Sales is responsible for proactively and systematically pursuing the addition of new contract vehicles, new partners and new business opportunities for business internationally, with territories to include Europe, Middle East, Europe and Africa (EMEA).

Key Responsibilities:

- Develop a sales strategy for the European markets
- Drives revenue growth by identifying key customer initiatives and finding current and proposed Core180 services to meet these needs.
- Identify opportunities for Core180 that are determined to be qualified
- Closes deals hitting targeted volume
- Prepares sales forecasts, account status reports, and recommendations to enhance account growth and revenue potential
- Consistently in contact with current customers to maintain and build the relationship
- Understands effective negotiation techniques and seeks to apply them in most situations. Is focused on achieving mutually beneficial, "win-win" results and is alert to customer buying signals and identifies and acts on closing opportunities
- Assist others in thinking creatively and developing new ideas to sell Core180 solutions
- Exhibits foresight in recognizing potential problems and develops solutions.
- Demonstrates the ability to further develop existing business and executive level client relationships, cultivate new relationships, align those relationships with Core180 business needs
- Demonstrates good knowledge/understanding of customers' environment as it relates to doing business within the European market.
- Creates and maintains detailed and accurate accounts and opportunity plans and reviews/updates and communicates these on a regular basis. Has clear strategy and set of objectives where relevant.
- Other relevant duties as assigned by management. Duties may be modified, added or deleted by management at any time

Experience/Education/Qualifications:

- Experience in international sales
- Requires an understanding of Core180 products and service offerings

- Work in a highly ambiguous, dynamic environment with a proven ability to balance competing demands and priorities as well as operate independently while building a successful sales pipeline/channel
 - Strong network in the target market
 - Ability to deliver on-time, accurate results and handle multiple competing priorities effectively
 - Extremely effective and influential spoken, written, electronic, and presentation skills
 - Must have proven track record of exceeding annual revenue plan
 - Bachelor's degree
 - This role requires a Bachelors degree, 10+ years successful strategic/solutions and or systems integration sales experience preferably within a telecom environment and international market space
 - OR: Any equivalent combination of experience and training which provides the required knowledge, skills and abilities
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- **Physical Requirements and Environmental Conditions:** Business Office,
 - Business travel as appropriate

Position Title: Director, Government Sales Markets (Domestic)
Department: Government Markets
Reports to (titles): Chief Executive Officer
Manages (titles): ----
FLSA: Exempt
Location: Virginia

Overview:

The Director, Government Sales Markets (Domestic) represents Core180 within the government sector, primarily the DISA (Defense Systems Information Agency) organization. He/she drives revenue growth by identifying opportunities, developing strategy and executing through formal presentations and solicitations driving the process to the point where there is a contractual exchange ending with a purchase order. He/she develops his/her accounts and territories to meet or exceed revenue goals.

Key Responsibilities:

- Drives revenue growth by identifying key customer initiatives and finding current and proposed Core180 services to meet these needs.
- Identify opportunities where Requests for Proposals (RFP's) for Core180 that are determined to be qualified
- Closes deals hitting targeted volume
- Attends a minimum of 4-6 sales calls a week
- Prepares sales forecasts, account status reports, and recommendations to enhance account growth and revenue potential
- Consistently in contact with current customers to maintain and build the relationship
- Understands effective negotiation techniques and seeks to apply them in most situations. Is focused on achieving mutually beneficial, "win-win" results and is alert to customer buying signals and identifies and acts on closing opportunities
- Assist others in thinking creatively and developing new ideas to sell Core180 solutions
- Exhibits foresight in recognizing potential problems and develops solutions.
- Demonstrates the ability to further develop existing business and executive level client relationships, cultivate new relationships, align those relationships with Core180 business needs
- Demonstrates good knowledge/understanding of customers' environment as it relates to doing business within the US Department of Defense/DOD. Identify sector trends and drivers, understand key applications that solve business problems in sector and deliver solutions that meet customers' specific needs/requirements.
- Creates and maintains detailed and accurate accounts and opportunity plans and reviews/updates and communicates these on a regular basis. Has clear strategy and set of objectives where relevant.
- Other relevant duties as assigned by management. Duties may be modified, added or deleted by management at any time.

Experience/Education/Qualifications:

- Experience in government market
- Requires an understanding of Core180 products and service offerings
- Work in a highly ambiguous, dynamic environment with a proven ability to balance competing demands and priorities as well as operate independently while building a successful sales pipeline/channel
- Contact base in target market
- Ability to deliver on-time, accurate results and handle multiple competing priorities effectively
- Extremely effective and influential spoken, written, electronic, and presentation skills
- Must have proven track record of exceeding annual revenue plan
- Bachelor's degree
- This role requires a Bachelors degree, 7 to 10 years successful strategic/solutions and or systems integration sales experience preferably within a telecom environment and within the US DOD segment
- OR: Any equivalent combination of experience and training which provides the required knowledge, skills and abilities.

Physical Requirements and Environmental Conditions: Business Office, Travel Required