



<https://sales-executives.com/job/director-of-sales-sales-manager-nashville-tn/>

## Director of Sales/Sales Manager

### Description

Our client is a well-established Nashville company enjoying over 70 years of success helping their clients grow their businesses. Rated as one of Nashville's Best Places to Work and Business of the Year Nationally by their peers, you would be part of a leadership team at a thriving and well-respected company. Specializing in branding programs, we are seeking a sales leader who has worked with national accounts and worked with mid-level distribution.

### Responsibilities

We are looking for a sales leader who can:

- \* Mentor and develop new sales reps
- \* Work with established sales reps accustomed to being self-sufficient
- \* Design and implemented new sales systems and processes to an established sales team
- \* Work with a sales team with over 15 sales reps on board
- \* Develop and grow national accounts

### Qualifications

Requirements for this position:

- \* 5+ years of sales management experience
- \* 10 years of individual sales experience
- \* Bachelors' degree or equivalent experience
- \* Located in the Nashville area or willing to relocate to Nashville
- \* Experience in spotting industry trends and leverage data and metrics

### Job Benefits

Compensation includes a robust base of \$100,000-120,000 plus bonus opportunity to make over \$170,000 ++.

### Contacts

If you have the above experience and would like to talk more about this opportunity, please send your resume in WORD (much preferred format) to [cindy@sales-executives.com](mailto:cindy@sales-executives.com).

### Hiring organization

Sales Executives

### Employment Type

Full-time

### Industry

Marketing/Advertising

### Job Location

Nashville, Tennessee

### Base Salary

\$ 100,000

### Date posted

November 25, 2024