

## Director of Sales (North America/East Region)

We are seeking a **Director of Sales** to join the Confirmation.com team. The qualified candidate will manage a team of sales professionals responsible for driving growth and adoption of solution. Primary clients include Accounting Firms, Banks and Law Firms but ongoing expansion of product offerings continues into new markets. Regions include Northeast, Mid-Atlantic, Southeast and a portion of the Caribbean Islands.

### Responsibilities

- Create and implement a territory strategy (working with Regional Account Managers) that will achieve defined revenue growth objectives for the East Region.
- Create and implement communication strategy (working with Marketing) that promotes brand awareness and adoption across the East Region.
- Actively meet with key members of Top National/Regional Accounting Firms and Banks to review quarterly activity and identify additional areas of growth.
- Obtain market input and work with Product team to communicate new enhancements and priorities.
- Attend key tradeshows, user groups and conferences across region. Help educate, drive adoption and promote long term growth.
- Identify and track key metrics and report results to management.
- Develop and expand business relationships with senior members of key accounts.

### Qualifications

- Bachelor's degree.
- 15+ years' experience in sales and/or sales management.
- Background in accounting or banking preferred.

### Compensation

- Compensation is a combination of base salary and commissions.

### Travel

- 50% or more.

### About Confirmation.com

Confirmation.com is the world's leading provider of secure online audit confirmations. Today, more than 14,000 audit firms use Confirmation.com to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit [Confirmation.com](http://Confirmation.com).