



## **Director of Sales, North America**

SmartFlow Compliance Solutions is a leading cyber-security and software license compliance company focused on anti-piracy and license compliance solutions. We develop software technology that enables our customers to gather telemetry information and usage data and manage cases through a proprietary software-as-a-service (SaaS) portal.

A can-do self-managing approach towards solution development, problem solving, and continuous improvement is required. The successful candidate must be a strong team player and must have the ability to communicate and collaborate effectively in a geographically disperse working environment.

<b>Job Title:</b>	Director of Sales, North America	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	USA/ Sales	<b>Job Code/ Req#:</b>	Sales/2018.111
<b>Location:</b>	Home office and/or headquarters in Los Angeles, CA	<b>Travel Required:</b>	50%
<b>Level/Salary Range:</b>	Sales executive to sales management level. Salary negotiable depending on experience.	<b>Position Type:</b>	Full time salary plus commission
<b>HR Contact:</b>	Director of Talent Acquisition	<b>Posting Date:</b>	August 20, 2018
<b>Training:</b>	Yes	<b>Posting Expires:</b>	October 19, 2018
<b>External Posting URL:</b>	jobs@smartflowcompl iance.com		

### **Applications Accepted By:**

#### **Email:**

Resume or CV in PDF format to:  
Jobs@smartflowcompliance.com

#### **Mail:**

SmartFlow Compliance Solutions  
9645 Wilshire Blvd.  
Suite 300  
Beverly Hills, CA 90212-02612

**Job Description:*****Role and Responsibilities***

- Prospect to add new clients and new logos (new business hunter)
- Sell value of SmartFlow solution, take market share away from competitors, close deals
- Close renewals while adding growth to the annual recurring revenue (ARR) commitment
- Expand customer relationships higher and wider in the organization to other product lines, sister companies, and departments, etc.
- Maintain customer relationship management (CRM) system, including updating customer data after discussions, meetings, proposals, etc.
- Exceed quota target
- Maintain a high level of new customer activity (calls, demos, proposals, meetings)
- Manage activities of sales development representative(s) (for candidates with management experience)

***Applicants selected for interviews will be required to:***

- Prove income via W-2 history
- Review sample proposals and presentations (with redacted customer and pricing data)
- Speak to their role in both closed deals and lost deals
- Review their LinkedIn profile

***Qualifications and Education Requirements***

- BA or BS
- Must have 10+ years in selling software applications to C-level executives

***Required Skills***

- Proven ability to prospect, present, and close sales (cradle to grave)
- Excellent oral and written skills
- Top notch presentation skills

***Additional Notes***

- Top compensation available for proven “A” players with experience in software application space
- Great opportunity to get in on the ground floor of a cash-flow positive start-up software company. Build your own team and grow your earnings and career with the company.
- Cash flow positive start-up with growth +75% y/y
- Must be currently authorized to work in the USA

**Company Information:**

SmartFlow was founded by a team of successful entrepreneurs with a track record of success in the software and license compliance industries.

SmartFlow provides equal employment opportunities to all employees and applicants without regard to race, color, religion, sex, gender, national origin, disability, protected veteran status, or any other characteristic protected by applicable laws, regulations, or ordinances.

<b>Reviewed By:</b>		<b>Date:</b>	
<b>Approved By:</b>		<b>Date:</b>	
<b>Last Updated By:</b>		<b>Date/Time:</b>	