

Sales Director Job Description Template

Created by **Airtable**

Overview

Reporting to the VP, EMEA Sales, you will be part of the founding leadership team as we build out the region for Airtable's first international office launch.

You will recruit, enable, coach and grow a diverse team of talented Account Executives, owning the Commercial and Mid Market segments (800 > 3000 employees) across the whole EMEA region.

You help shape the long-term strategy whilst also managing day-to-day operations for the team. The ideal candidate is driven, curious and deeply passionate about helping our customers find value and be successful with Airtable.

What you'll do

- Support direct reports by participating in prospect meetings and engaging in other corporate resources as required.
- Work cross-functionally with Marketing, Data Science, Growth and Ops teams to develop thoughtful and innovative approaches to your business.
- Setting up the team to hit monthly and quarterly quotas, by prioritizing and handling high volumes of inbound leads and customer expansion opportunities on high-velocity cycles.
- Ongoing mentoring and development of the sales team includes recruiting, on-boarding and training new Small Business Account Executives.
- Implement, improve and standardize key sales processes in service of driving consistent and repeatable motions that predictably drive revenue growth.

Who you are

- You have 5+ years of SaaS Leadership experience working within revenue focused teams responsible for selling software solutions into multiple industries.
- Experience leading a high performing, closing revenue team.
- You have a deep understanding of outbound selling and prospecting.
- You have strong analytical skills.

- You thrive on partnering with different cross-functional teams to design and execute effective ways to get customers on the phone.
- You are a strong written and verbal communicator.