

Position Title: Sales Director, Midwest

Reports To: Senior Vice President, Sales & Alliances

Transplace is seeking a motivated individual to operate in a team environment to drive sales opportunities from identification to contract closure. The candidate will develop and maintain strategic relationships within prospects at the Executive Level (CxO, E/S/V/President, Director and Manager levels); Engage resources from Solutions Design, Engineering, Operations and Alliances to position, close and deliver Transplace's solutions; Develop territory/account plans [including detailed Close Plans and Stakeholder Analyses] and strategies to exceed goals and quota objectives; Build and maintain a highly accurate opportunity pipeline, and efficiently and effectively manage time to maximize opportunities balanced against company resources.

Responsibilities:

- Sell Transplace's managed transportation services, on-demand transportation management system, consulting services and transportation capacity offerings.
- Create and execute a business plan [3/6/12 month] to achieve revenue goals for the assigned sales territory/identified prospective customers.
- Prospect, qualify, present, demonstrate, close, and negotiate contracts with prospective customers.
- Participate in customer sales calls, conference calls, standing weekly interactions with the Sales team and internal account strategy events.
- Coordinate and efficiently utilize company resources in all sales cycles.
- Provide weekly reports on activity and account status, following prescribed Transplace sale process.
- Maintain complete and accurate representations of all opportunities within Transplace's sales force automation solution - Salesforce.com.
- Travel approximately 50%; a combination of regional as well as national based on assigned prospects.

Requirements:

- 5+ years experience in high-end, complex managed services and/or software solution sales to Fortune 2000 [manufacturing and retail/distribution-centric] companies.
- Consistent track record of annual quota [\$1.0M+ net recognized revenue] over-achievement.
- Detailed transportation (domestic and international) industry domain expertise.
- Network of contacts and industry relationships in the assigned territory/with assigned prospects.
- Demonstrated track record of developing relationships and selling through alliance partners.
- Credibility in selling to various levels in a corporate transportation organization (Planner, Manager, VP of Transportation, etc.).
- Knowledge of and experience in large, complex 'value based' sales, employing strategic selling/negotiating processes such as: Miller-Heiman, The Complex Sale, Strategic Selling, Karrass, etc.
- Bachelor's degree; advanced degree will gain candidate additional consideration.

Behavioral Qualities:

- Desirable traits: energetic, results-oriented, pro-active, consultative presentation style, and able to quickly establish credibility with decision-makers.
- Adaptive to change, a 'by nature' self starter.
- Analytical and methodical problem solver.
- Customer and quality focused.