**Company: NPE (Net Profit Explosion)**

**Website: http://www.netprofitexplosion.com/**

**I need help answering these questions:**

1. •How can the Sales and Lead Development Team improve as a unit and consistently ensure metrics and revenue goals are met on a daily, weekly, and monthly basis?
2. •How can the Director of Sales become more efficient in supporting the Sales and Lead Development Team, crushing their workload, and hitting the sales revenue targets?
3. •How will the Director of Sales help NPE achieve their One World Mission by December 2016?
4. •What steps will the Director of Sales take to become a leader at NPE and in their industry?

**Here is the job description:**

**Who We Are**

At NPE, we know that a sale is another opportunity to change the lives of clients all around the world – and we don't take that lightly.  Our programs help clients grow their businesses, rise to success, and start living their dreams.  We're looking for an "A" Player Director of Sales to achieve global revenue targets through NPE coaching programs sales.

But this position isn't just about selling programs to committed fitness professionals and business owners (although we LOVE helping as many people as we can).  The Director of Sales ensures that the junior and senior Success Consultants hit their targets, give an "A" player performance every day, and continue to develop (professionally and personally).

NPE is growing rapidly and we need a Director of Sales that can CRUSH sales, lead a team of awesome success consultants, and keep up with fast-paced growth like nobody's business – because we're not slowing down anytime soon.

**What You'll Own**

* Develop the sales team to meet global revenue and unit sales targets each month and quarter in North America, UK, and Australia regions according to plan.
* Ensure daily and weekly metrics are met for consultations completed with a 50% plus close rate by all Senior Success Consultants.
* Ensure daily and weekly metrics are met for call activity, consults booked, and event tickets sold by the Junior Success Consultants.  Daily expectations are a minimum of 60 calls made and 4 consults booked or tickets sold.
* Refine training plans and tools including scripts, email templates, presentations, and systems for Junior and Senior Success Consultant teams to ensure all team members perform to their optimum ability.
* Oversee and manage the Workshop Presenters to ensure they are trained and the system produces ACCELERATOR™ units to support global revenue goals at 40% conversion on average by month and quarter.

**What You've Got to Have**

* **Proven Sales Management/Sales Representative Experience:**  You must be an exceptional team leader with demonstrated experience in sales leadership and management.
* **Excellent Communication Skills:**  As an NPE Director of Sales, you'll be working with the sales team and clients over the phone, and it's imperative that you can clearly communicate directives and expectations leading to successful outcomes for the company.
* **Thoughtfulness and Organization:** We're very serious about this one.  Our company is fast-paced so you must be able to work on your own and solve problems quickly.  In order to learn and grow within our team, you must be organized, work within deadlines, and multi-task effectively.
* **Enthusiasm For Working in a Fast-Paced Environment**:  With three international offices (in the USA, UK and Australia) and the fast-paced growth of our company, things move round-the-clock here.  It's exciting and awesome.  If you're someone who thrives off that kind of energy, you will love it here and grow quickly within our organization.

**What's at Your Core**

* **Technology and Forecasting** – Must be able to leverage CRM systems to accurately track results and forecast future unit sales and revenue.
* **Leadership** – Leads the team confidently and inspires excellence from all team members to drive results.
* **Training** – Has a great ability to break down processes in order to train the team on how to get their work done in the most efficient and effective manner.
* **Honesty and integrity** – Does not cut corners ethically.  Earns trust and maintains confidences.  Speaks plainly and truthfully.
* **Intelligence** – Learns quickly.  Demonstrates ability to quickly and proficiently understand and absorb new information.
* **Teamwork** – Reaches out to peers and cooperates with supervisors to establish an overall collaborative working relationship.
* **Calm Under Pressure** – Maintains stable performance when under heavy pressure or stress.
* **Work ethic** – Possesses a strong willingness to work hard and sometimes long hours to get the job done.  Has a track record of working hard.
* **Efficiency** – Able to produce significant output with minimal wasted effort.
* **Attention to detail** – Does not let important details slip through the cracks or derail a project.
* **Communication** – Speaks and writes clearly and articulately.