



DIRECTOR OF SALES

November 21, 2022

CATHOLIC RECRUITER ASSOCIATES

EXECUTIVE SEARCH • MANAGEMENT CONSULTING



BACKGROUND

InPeace is designed to help busy Pastors provide a comprehensive tool to manage the business and technology requirements of a modern ministry. Created for Pastors by Pastors who understand the promise of modern ministry. InPeace brings the community together through a mobile platform that keeps the faithful engaged and connected to their church throughout the week.

We enable you to grow your mission with tools designed to: build discipleship, increase generosity, strengthen fellowship, amplify evangelism, and optimize stewardship.

Join our growing community of 6,000 ministries around the world who trust InPeace to strengthen community and streamline church management.

Job Title: Director of Sales

Reports To: President

Location: Hollywood, Florida

Position Summary:

The Director of Sales leads a mission driven organization of sales professionals who strive to spread the “good news” of modern ministry enabled to reach a spiritually thirsty and growing constituency. The Director will set goals, train, and develop skill training and assessment which enables a motivated field sales organization to achieve ambitious goals.

Essential Functions & Major Responsibilities:

- Train current and/or new team members on sales strategies.
- Develop and execute strategic plans to achieve sales targets.
- Create and communicate sales goals and ensure C-level executives are informed on the progress of those goals.
- Build and maintain long-lasting, strong relationships with customers while partnering with them to better understand their business objectives and needs.
- Understand industry-specific trends and landscapes.
- Effectively communicate value propositions through presentations and proposals.
- Report on forces that shift strategic directions of accounts and tactical budgets.
- Overseeing local and regional sales, promotions, and campaigns
- Planning and managing the training of new Sales Representatives and Referral Partners.
- Managing and coordinating all sales activities locally and regionally.
- Preparing sales budgets and projections and approving expenditures prior to being approved by CEO.
- Tracking and analyzing sales statistics based on key quantitative metrics.
- Handling and resolving customer complaints regarding a product or service.
- Setting discount rates and determining price schedules.
- Serving as the face of the organization to internal and external partners.
- Making data-informed decisions to drive performance and resource allocation.
- Developing and maintaining relationships with key clients.
- Setting sales quotas and goals.
- Overseeing and directing performance of the sales team.
- Identifying emerging markets to find new sales opportunities.
- Defining and executing territory sales plans.
- Meet and/or exceed sales targets provided by the company.
- Prospect and qualify new sales leads.
- Schedule meetings and presentations with prospects.
- Deliver presentations and demonstrations.
- Track all sales activities in company CRM system and keep current by updating account information regularly.
- Coordinate with other team members and departments to optimize the sales and customer experience/support efforts.
- Coordinate and participate in off-site events and conventions to promote and sell InPeace.
- Travel as needed for company approved meetings and events.
- Discuss strategies, if necessary, with available Sales Consultants.

- Sell and follow up with clients to ensure they have onboarded with Card Connect to optimize app.
- Support the Onboarding department with communications to the client as necessary.

Education & Experience:

- A bachelor's degree from an accredited institute preferred.
- Knowledge of the Christian evangelical world is important.
- Affinity with the African American and Latino communities. Spanish fluent highly desirable.
- At least 10 years of experience in sales and five years in sales management.
- Demonstrated success in working with our target markets.

Travel: Travel as needed for company approved meetings and events.

Salary: \$150,000 plus incentives, commensurate with background and experience. Comprehensive benefits package.

Application Deadline: January 30, 2023

(We reserve the right to shorten the deadline for applications if we have sufficient interest. Please apply early to ensure your background will be considered.)

For consideration, please email resume to:

Grant Underwood
Senior Director Recruiting
Catholic Recruiter Associates
Grant@CatholicRecruiter.com

Note: Only those selected for an interview with the search committee will be contacted.

Search managed by:

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