

Sales Director

Imagine a company that believes whole-heartedly that it really is all about the customer. Now imagine that this company receives the vast majority of its monthly business via referrals from thousands of current clients. Then imagine yourself leading the team that is primarily responsible for this incredible achievement, taking them to even greater levels of personal and professional success.

We are that company.

Are you that leader?

liveBooks provides innovative web-based solutions for dedicated photographers. We are a fast-moving company, committed to hiring talented, innovative people. We seek individuals who strive to reach their full potential while having fun, and who possess a commitment to help clients do the same. We value integrity, careful listening and lifelong personal growth, and we're convinced that the success of the company ultimately depends on the quality and happiness of our employees, so we're making this an amazing place to work and grow.

liveBooks is looking for an outstanding person to become our Sales Director. The successful candidate will be responsible for building and managing the inside tele-sales organization. This executive will play a key senior Leadership role in building and managing the telesales organization to achieve the company's revenue objectives.

Responsibilities Include:

- Developing and executing a sales plan for liveBooks;
- Forecasting with precision the annual and quarterly revenue expectation for the market niches selected for 2006 and projected through 2009;
- Working with the Channel Marketing and Development Director to leverage the relationship with PR Communications, XYZ Design Partners and other liveBooks professional service providers as it relates to the marketing, business development, advertising, trade show, presentation, sales and sales support needs of liveBooks;
- Working with Channel Marketing and Development Director in the training, coordination and support for liveBooks' sales personnel to improve their skills and increase their level of knowledge required to successfully market and sell liveBooks products in the niche markets;
- Utilizing liveBooks' resources, e.g., Salesforce, Marketing, Technical Support, Finance, etc., in support of achieving the business plan
- Addressing and resolving issues and escalating those that require Leadership support;

- Uncovering new opportunities to expand liveBooks' product offering and presenting these opportunities as business cases to the Leadership Team for funding and authorization;
- Reviewing business plan execution weekly with Leadership Team.

Requirements:

- 10+ years of software telesales experience in an individual contributor and Leadership role, including 5+ years in telesales Leadership in the technology, software and/or photographic industry;
- Ability to generate thought leadership at senior levels;
- Excellent oral and written communication skills, as well as outstanding overall presentation skills;
- Strong negotiating skills;
- Excellence in hiring, training and mentoring of sales reps;
- Strong business and technology acumen;
- A commitment to winning with great people;
- Familiarity with Client Relationship Leadership, Digital Asset Leadership and eCommerce software is preferable.

Compensation: Medical, Dental, Vision, Educational Allowance, Stock Option Plan & more!!!

TO APPLY: Submit your resume to jobs@livebooks.com

TO WOW US: Submit a well-written cover letter that succinctly tells us why you are the one.