

## **Vice President – Sales Chicago IL Area**

Management Recruiters of Shorewood Hills' client, a developer of luxury housing communities with an excellent working environment, is looking for a creative, strategic Vice President to lead, manage and develop the sales group to take the team to the next level of excellence.

### **Duties of the position are to:**

- Create a sales strategy and plan that will achieve or exceed the business plan and vision regarding revenue, customer service, and brand integrity
- Establish criteria for hiring and developing sales team members
- Lead national sales team by establishing expectations, providing feedback, creating accountability measures, and measuring performance
- Develop mindset of “patient and persistent” sales philosophy
- Build relationships that foster trust, longevity and communication both internally and externally

### **Qualifications**

- Bachelors Degree, MBA preferred
- 12+ years sales management leadership
- Sales budget creation and financial monitoring expertise
- Demonstrated success in managing sales teams
- Excellent supervisory and management skills
- Confident and able to gain credibility with wide variety of audiences
- Background in evaluate and analyzing situations, problem solve and take action
- Experience getting leads generated into sales pipeline
- Ability to think “out of the box” and implement creative solutions to sales processes and management
- Driven by results, but is both patient and persistent
- Strategic thinker
- Sales management leadership in real estate, financial services, insurance, consumer sales

**Contact:** Pat Williams, Management Recruiters of Shorewood Hills 608 238-6040

Send resume in Word format to [pwilliams@mr-shorewood-hills.com](mailto:pwilliams@mr-shorewood-hills.com)

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