



**Job Title: National Sales Director**

**Location:** Chesterfield, Missouri / Hybrid

**Job Type:** [Full-time]

**Introduction:** We are seeking a results-driven and experienced National Sales Director to lead our sales team across the country. The National Sales Director will be responsible for developing and executing sales strategies to achieve revenue targets and expand market share. This role requires strong leadership skills, a deep understanding of sales processes, and the ability to drive a high-performance culture.

**Key Responsibilities:**

- **Strategic Planning:** Develop and implement strategic sales plans that align with company goals and objectives. Identify market opportunities and define sales targets for each region or territory.
- **Team Leadership:** Lead and motivate a national sales team, providing guidance, coaching, and development opportunities to achieve sales targets. Foster a culture of collaboration, accountability, and continuous improvement.
- **Sales Performance:** Monitor sales performance metrics, including sales growth, market penetration, and customer acquisition costs. Analyze data to identify trends and opportunities for improvement.
- **Customer Relationships:** Build and maintain strong relationships with key customers and stakeholders. Develop strategies to enhance customer satisfaction and loyalty.
- **Market Expansion:** Identify new business opportunities and partnerships to expand market reach. Evaluate market trends and competitor activities to adjust strategies accordingly.
- **Revenue Forecasting:** Develop accurate sales forecasts and budgets. Monitor sales pipeline and conversion rates to ensure targets are met or exceeded.
- **Collaboration:** Work closely with marketing, product development, and other cross-functional teams to align sales strategies with overall business objectives. Provide feedback on market trends and customer needs.

- **Reporting:** Prepare regular reports and presentations on sales performance, market trends, and competitive activities for senior management and stakeholders.
- **Compliance:** Ensure compliance with company policies and industry regulations. Maintain high standards of integrity and professionalism in all sales activities.

**Required Skills and Qualifications:**

- Proven experience as a Sales Director, National Sales Manager, or in a similar senior sales leadership role.
- Demonstrated success in achieving sales targets and driving revenue growth.
- Strong leadership and management skills, with the ability to inspire and motivate a diverse team.
- Excellent communication and negotiation skills. Ability to build relationships and influence stakeholders at all levels.
- Strategic thinker with analytical skills to interpret sales performance metrics and develop actionable insights.
- 5+ years in a similar leadership role required.
- Willingness to travel as needed.

**Preferred Qualifications:**

- Experience in sales, marketing, PR, social media, media is a must.
- Knowledge of CRM software and sales management tools.
- Experience with national or multi-region sales operations.
- Proven track record of building and scaling successful sales teams.

**Benefits:**

- Base Salary
- Commission
- Bonus Potential
- Health Benefits

**How to Apply:** If you are a strategic leader with a passion for driving sales excellence and achieving business growth, we encourage you to apply for the National Sales Director position. Please submit your resume and cover letter outlining your qualifications and suitability for the role. We look forward to hearing from you!