

VP - Sales

CaseStack, a leader in logistics outsourcing and consolidation, has been recognized as one of America's fastest growth companies by Inc. Magazine and Deloitte's Technology Fast 50. Global Logistics named the company one of the "100 Great Supply Chain Partners," and CaseStack recently earned the honor of being named "One of the Best Places to Work."

CaseStack provides technology-enabled logistics services, including warehousing, transportation to consumer packaged goods (CPG) companies. We are an ambitious organization with a passion for customer service and a proven track record in providing superior logistics solutions. We seek aggressive, self-motivated leaders with the confidence and desire to be part of a high-performance team. The position is based in Fayetteville, Arkansas.

This person must be energetic, self-directed and possess a unique blend of business savvy and big picture vision to meet corporate goals.

We are seeking a Vice President of Sales who is a hands-on sales leader and high-octane closer - owning all revenue-generating and customer-facing functions. The VP will sell CaseStack's services by building and closely managing a lean, world-class sales organization that capitalizes on the tremendous opportunity represented by the large CPG marketplace.

The VP will join a results-driven team reporting directly to the CEO. As a senior, strategic management team member, collaborative skills across all functional areas, including operations, accounting, finance, and IT will be vital.

The VP must be as comfortable 'carrying a bag' (ie personally generating sales from introduction through closing) as he/she is at managing the team. The VP will be expected to constantly lead by example. The ideal candidate has proven leadership skills and a demonstrable track record of building and managing successful sales teams in a fast-paced, competitive organization. This position requires the ability to successfully mentor and coach your teams to the achievement of the highest goals.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Lead by example – Personally generate and close key accounts
- Staff, lead and manage a sales organization comprised of field and inside sales team members
- Set sales and gross profit objectives / goals for company and team members
- Develop and manage a robust and highly productive lead generation process
- Able to travel up to 50% domestically
- Define, employ and assume accountability for repeatable metrics related to sales activities and performance
- Deliver short and long-term sales results required to achieve Company's revenue and gross profit goals while maintaining a leadership position in the market

- Penetrate accounts, build partnerships, and assist in developing new consolidation programs
- Create and utilize detailed planning and forecasting processes that enable visibility on a monthly and annual basis
- Actively promote and utilize SalesForce.com through sales teams to manage all sales activities and prospect/client interactions
- Develop and implement aggressive and effective sales commission structures to ensure team performance and success

Every member of our staff must be articulate, knowledgeable and possess excellent leadership skills. They must be 100 percent focused on success for their team, helping them bring new business to the organization while creating satisfied clients. The ideal candidate will not only be passionate about sales and have a hands-on approach to management, but be excited about molding a collective sales group into a success story.

Qualifications of the Ideal Candidate:

- History of over-achievement as a high-caliber, top performing sales executive and management leader
- Vision to identify business objectives and challenges from an executive perspective
- Prior sales/sales management experience in supply chain logistics solutions, business process outsourcing and/or CPG solutions
- Masterful negotiation and sales skills with ability to effectively communicate value proposition and ROI
- Superb relationship-building skills with C-level prospects (COO, CFO, etc.)
- Solid reputation as outstanding recruiter, brilliant motivator and resourceful team builder
- Extensive experience using SalesForce.com as a management tool
- Flexible, resourceful, ‘figure-it-out-and-get-it-done’ mentality with ability to be hands-on
- Ten (10) years of successful sales management experience
- BA required - MBA preferred

Benefits including health, dental, 401k plan & pre-IPO stock options. CaseStack Inc. is an equal opportunity employer supporting a drug-free working environment. We conduct pre-employment drug testing and background screening.