



## Sales Director

### Description

*vAuto, Inc. is an industry leading innovator and provider of automotive software solutions. Since the company was founded in 2005, vAuto has launched several first-in-industry innovations, including its current suite of solutions that deliver a better way to price, appraise and stock pre-owned vehicles.*

### Responsibilities

- Ability to work in a focused, quota-driven sales environment closing deals
- Emphasis on bringing in new business; prospecting through cold calling and qualifying to develop new B2B accounts
- Manage sales activities and provide detailed, accurate monthly forecasts using customer relationship management software

### Requirements

- 5+ years of direct sales experience
- Experience selling technology solutions in the retail automotive sector
- Proven track record driving sales revenue and complete territory management
- Outstanding team attitude
- Professional decorum, reliability, perseverance, excellent communication and people skills
- MS-Office competency; Salesforce.com experience a plus
- Highly organized with attention to process and detail
- Excellent written and verbal communication skills
- Desire to work in a fast-paced environment

### Benefits:

*vAuto is an equal opportunity employer. We offer a competitive compensation and benefits package reflecting our commitment to attracting and retaining quality employees.*

- Sales and bonus commensurate with experience
- Full benefits
- Opportunity for travel and career advancement