



VICE PRESIDENT, SALES

XetaWave is looking for an experienced, highly motivated Vice President, Sales with a strong technical background to join its management team and support its continued growth.

Key Responsibilities

- Create strategies and actionable plans for developing business and achieving the Company's sales goals
- Further develop and manage the optimal sales force structure and OEM/reseller network to deliver profitable growth
- Set sales quotas and define sales processes that drive desired sales outcomes and identify improvements where and when required
- Define and oversee sales staff compensation and incentive programs that motivate the sales team to achieve their sales targets
- Develop and hire sales staff as needed
- Provide detailed and accurate sales forecasting
- Coordinate demand planning and fulfillment of orders with production/manufacturing
- Manage key customer relationships and close strategic opportunities
- Travel for in-person meetings with customers and partners and key industry trade shows to develop relationships and close business
- Work closely with customer support and sales engineering
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Work closely with the marketing function to establish successful support, channel and partner programs
- Manage customer expectations and contribute to a high level of customer satisfaction
- Create a culture of success and ongoing business and goal achievement
- Develop a strong, technical knowledge of the Company's products

Required Experience and Skills

- Proven track record in sales and sales management.
- Strong technical background and aptitude with a keen interest in learning.
- Strong verbal, written and interpersonal communication skills.
- Experience in technology, specifically RF or broadband networks preferred.
- Must be highly motivated, proactive, organized, flexible, goal-oriented, a team leader and player with a positive "can do" attitude.

Education

Bachelor's degree in a business, marketing, engineering or technical field preferred or an equivalent combination of education and experience.