	<h1>Senior Vice President</h1> <h2>Job Description</h2>		Document Number: JD-OP-14.09
	Department: Office of the President	Effective Date: July 18, 2016	Revision No 0

I Reason for Existence


The Senior Vice President is responsible for developing strategic sales plans based on company goals that promote sales growth and customer satisfaction for the organization.

II Duties and Responsibilities

1. Seek out and source new clients by developing networks and independently identifying and developing relevant resources for sales and business development.
2. Analyze market data and the competitive landscape, performing due diligence on potential customers and competitors, and implementing a strategic territory plan to deliver on your region's growth targets.
3. Collaborate with Finance, Operations, and Customer Service to design customized customer solutions that generate a positive Return of Investment (ROI) for the customer and company.
4. Work collaborately with the Director of Marketing to develop creative outreach strategies to attract and retain clients.
5. Lead deals to closure and facilitating the transition of a client relationship to the Operations Team.
6. Work towards sales and revenue goals as established in partnership with the President.
7. Any other responsibility that is deemed required by the management.

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III Minimum Qualifications

1. Minimum of 10 years' experience sales and/or business development.
2. Exceptional relationship management skills and the ability to build and grow connections with people of all types and backgrounds.
3. Independent critical thinking and creative problem solving skills.
4. Highly organized and detail- oriented, with the ability to keep multiple projects and client engagements active at once.
5. Dynamic and Engaging
6. Excellent in verbal and written communication skills
7. Proficient in Sales & Negotiation skills
8. Fluency in English & Filipino languages

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