

Become a BayGroup International Sales Vice President...

With an impressive roster of Fortune 500 clients, BayGroup International is a dynamic global organization with a single focus: helping client companies execute their corporate strategies profitably, with an emphasis on revenue and margin optimization. We deliver value in a variety of industries, including high-tech, telecommunications, financial services, consumer products, and health care.

Our company is highly sales-driven, with an emphasis on long-term relationships and a global reputation for its change and knowledge management, as well as training services, which embed a powerful discipline to close the gap between strategy and execution.

The ideal **Sales VP** candidate will hit the ground running. You will proactively identify, research and convert prospective customers, ensuring we deliver best-in-class solutions and contribute significantly to the achievement of our clients' corporate goals. This will involve proactive account management, monitoring performance and championing best practice, with strong emphasis on maximizing the profitability of each and every client relationship. This position will focus on selling to, and managing, Fortune 500 companies.

Our ideal candidate should have the following experience, skills, and attributes:

- Minimum of five years of experience in complex solution-based sales
- Visionary, yet methodical approach and proven ability to exceed target sales goals
- Excellent written and verbal communications skills
- Strong intellect and single-minded desire to drive the bottom line
- Outstanding listening and consulting skills
- Strong business-development skills
- Experience selling complex/intangible solutions to large global companies
- Experience building and maintaining relationships with senior executives
- Ability to think strategically and create links between business direction and specific BayGroup solutions
- Self-motivated and hard working
- Ability to work well independently and as part of a team
- Proven track record as a sales leader
- Great sense of humor and enthusiasm

If you meet the above profile, we're interested in exploring a possible business relationship. Please send your contact information and resume to careers@baygroup.com.