



# REGIONAL DIRECTOR

## IN THIS ROLE YOU WILL:

- Sell NextGen Global Resources solutions and services to corporate customers, small/medium businesses, and various other organizations
- Develop and execute on a strategic plan for your territory and create reliable forecasts
- Drive revenue by prospecting and building a pipeline while simultaneously fostering personal relationships with potential clients
- Cold call, generate new leads and follow up on pre-established leads
- Build and create strategies for penetration and account development
- Close new business consistently at or above targets
- Manage the entire sales cycle, from the introduction to ongoing account expansion
- Maintain frequent communication with an existing business to ensure quality control, repeat and new business development
- Work closely with the recruiting teams to ensure a high-quality delivery of candidates to the client
- Maintain up-to-date knowledge of the top NextGen competitors and the industry
- Network and maintain relationships with key client and talent communities for short/long term opportunities
- Travel regularly within an agreed upon territory

## THE IDEAL CANDIDATE WILL BE:

- Experienced, with a minimum of 5-7 years of professional B2B sales, ideally in the Wireless/ Cable industry or sales in the Technical Staffing industry
- Skilled at building strong relationships with new and existing clients
- Adept at generating new streams of substantial revenue
- Self-motivated, passionate and hungry to make a big impact
- Competitive and unwilling to give up
- Excellent at negotiating and closing
- A skilled listener
- Proactive - taking initiative and following through is a must
- Resilient – there are good days and bad days, you've got to pick yourself up often

## BENEFITS:

- Competitive base salary + uncapped commission
- Health & Dental and Vision benefits - 100% of employee premiums covered by NextGen!
- 4 Weeks of Vacation + Sick Time
- 401k Retirement Plan
- Company Cellphone and Laptop
- Casual Work Environment
- Reward and Recognition Incentives: Exotic trips, anniversary gifts, happy hours, team building events, music festivals, dinners, etc.
- Award Winning Environment with an Amazing Culture