



VICE PRESIDENT, GLOBAL SALES

POSITION SUMMARY

The Vice President, Global Sales is responsible for executing UATP's global sales strategy, and directing a global team of sales professionals to ensure proper success metrics are established, tracked and achieved. This position reports to the Chief Commercial Officer.

DUTIES & RESPONSIBILITIES

- Execute UATP's global sales strategy.
- Direct a global team of sales professionals and ensure that proper success metrics are established, tracked and ultimately achieved.
- Develop customer pricing proposals and use financial models to support recommendations.
- Use detailed financial analysis to support business cases for customers and partners while ensuring that UATP revenue objectives are met.
- Leverage UATP technology solutions to enable customized sales approaches to prospective customers.
- Evaluate new market opportunities for the Company to include recommendations on staffing, go-to-market strategies, and targets.
- Develop and maintain senior-level relationships with UATP customers, partners, and prospects.
- Represent UATP at industry events and serve on committees and task forces as appropriate.
- Travel up to 50% of the time, domestically and internationally. Trips may be overnight, week-long, with the possibility of weekend travel.

QUALIFICATIONS

- Successful track record of managing a diverse, global distributed sales team.
- Strong negotiation and closing skills, proposal development, solution design, and proficiency in technical solution demonstrations.
- Proven analytical ability. Must be able to translate hard numerical data into actionable insight.
- Travel payments experience or corporate travel consulting experience is preferred.
- Fluency (written and verbal) in English. Additional language skills are a plus.
- Successful track record of moving projects through upper levels of management within complex and highly-matrixed organizations.
- Must thrive in a consultative, team-based sales environment and able to work cross-departmentally.
- Excellent public speaking and written communication skills.
- Must reside in the continental US, in or within one hour of a major metropolitan area.
- Bachelor's degree in business-related discipline and 10 or more years of relevant travel payments experience.
- MBA is strongly preferred.
- Able and willing to travel frequently, up to 50% of the time (domestically and internationally). Trips may be overnight, week-long, with the possibility of weekend travel on occasion.
- Able to work in a home-based environment with minimal supervision.
- Able to conduct business during normal business hours of global team members and customers, which may include weekends to accommodate overseas time differences.