



VICE PRESIDENT OF SALES

PLM Trailer Leasing is the market leader in refrigeration, specializing in leases and rentals to 10 market segments within the Cold Supply Chain. The company has experienced double digit growth every year since 1996. Over the next three years, total revenue is expected to grow significantly.

Location and Compensation

The position is located in Montvale, New Jersey and will report directly to the company President. The company is flexible as to where the Vice President of Sales is domiciled. It will provide an attractive six figure base salary complemented by an incentive compensation and outstanding benefit package.

Position Responsibilities:

The Vice President of Sales will assume the leadership role in managing the direct field sales force and will provide day-to-day management direction for the Region Sales Managers, Strategic Account Managers, and Marketing Manager. The Vice President of Sales will lead the sales force and marketing functions toward the achievement of total revenue and earnings goals.

The position will report to the President and will work hand-in-hand to formulate and execute on the company's overall sales vision and strategy for growth.

- The company is seeking a professional leader with significant sales management experience in a cross-functional, complex sales domain.
- The successful candidate will have a track record as a developer of best-in-class sales professionals.
- A hands-on leader who has passion for building growth and an unwavering drive for building a structure that can sustain and achieve strategic and tactical goals.
- Understand and deftly overcome the challenges of a geography-based sales organization, instilling consistency across regions and strategic accounts.
- Candidate shall have earned the respect of peers, colleagues, and customers.

Skills/Competencies/Characteristics Desired:

- motivational leader, capable of instilling a performance-based growth mindset
- disciplined leader, capable of developing a results-oriented sustainable revenue driven
- understanding of business solutions selling
- confidence and maturity to compete with significantly larger competitive organizations

- strong coaching and mentoring abilities
- outstanding people-care skills
- transportation or food service industry experience required
- leasing industry experience preferred

Education:

An undergraduate business degree is a basic requirement, however proven success in sales management is the most important credential.