

# **SENIOR LEVEL SALES EXECUTIVES**

Purcell International Group has been retained to conduct *two* searches for newly created **Senior Level Sales Executive** positions. These individuals will be capable of leading the strategic growth efforts of the 3PL division of a \$20+ Billion industry leading organization that has been consistently ranked one of the world's *Most Admired Companies* by Fortune Magazine.

These positions can be based anywhere USA (close to a major airport). Total targeted cash compensation for this role will be approximately **\$250K** (50/50 base compensation/incentive split). They are looking for individuals who could be groomed to manage the entire sales team.

Major Responsibilities and skills required:

- Responsible for developing new business in new vertical industries as well as developed verticals. This may include expanding business within existing clients in the area of ecommerce fulfillment, technology multi-channel fulfillment, reverse logistics, or counter cyclical business segments focusing.
- Responsible for building and executing plans to expand current partner program within assigned vertical-focus on **ecommerce or reverse logistics**.
- Responsible for the success of 3PL sales efforts as well as the tactical execution of the sales plan with specifically identifiable goals.
- Responsible for the development, enhancement, and maintenance of programs to support new and current business requirements.
- Develop a short and long-term strategy that will result in overall sales growth and profitability for new vertical industries and developed vertical markets.
- Focus on the growth of Q1-Q3 business and capitalize on current distribution network capacity.
- Drive and influence the development of business/program processes and execution of plans to meet the financial goals through a highly matrixed organization including Program Management, Project Management, Finance, Operations and IS.
- Hands on approach to designing and executing the analysis process for potential sales opportunities. Ensure the validity of each sales opportunity to determine time investment based on potential for successful closure with appropriate profit margins.
- Proven track record of establishing and on-boarding new key accounts and driving a business to exponential growth.
- Proven track record as a **true "hunter/individual contributor"** with excellent deal closing skills.
- The ideal candidate will have a Bachelors Degree in a related field. An MBA is a plus.

**Interested individuals should respond to:**

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