



Sales Directors – Fully Flexible roles – Innovative Consulting Company

Roles in VIC/NSW/QLD/NZ/Asia

Fully flexible working

Uncapped commissions

Potential equity for proven results

Innovative Consulting Startup

Be a part of something that matters

Are you passionate about B2B and B2G services and making a difference with gender equality? Do you enjoy talking with C-level business leaders and directors about their challenges and negotiating innovative and proven solutions? Are you a tenacious high achiever with an impressive sales track record? Are you an inspirational leader who gets the very best out of your team? Do you want total flexibility to work from wherever you want and whatever hours you want?

If so, Women into Leadership wants to talk to you. We are looking for a sales professional to take Women into Leadership to the next level and fuel our next phase of growth.

About the business – Women into Leadership

Join a fast-growing, social enterprise startup making a change in organisations for gender equality.

Women into Leadership is a Melbourne based consulting company that services clients Australia-wide, with the intention of moving into international markets. For more information, visit: www.womenintoleadership.com.au.

We are a team of 10 and value our people. We practice what we preach. Yes, we have an office in Southbank, but our team works from home, unless they require the office space. We encourage idea sharing, celebrate achievements and appreciate there is life outside of work.

Following the initial startup phase, the Company is looking for Senior Sales Directors to fill exciting, newly created leadership sales roles.

About the role

SALES DIRECTOR

Attention all high-performing sales professionals. This role is best suited for a highly successful salesperson who wants the seniority, whilst working part-time with total flexibility – perhaps a returning carer.

Women into Leadership is looking for highly talented Sales Directors to generate leads, prospects and close sales to maximize revenue from our range of consulting services and corporate programs targeted at our growing suite of B2B and B2G clients. You will have a proven background of finding and influencing decision makers, closing business and meeting targets.



By joining Women into Leadership, you will be rewarded with uncapped earning potential on commissions, the potential to earn a shareholding in the business and with a view of running a sales team in the future as the company grows.

About you

Firstly - you must share our passion about wanting to see gender equality.

Working closely with our Founders, your role will involve:

- Defining and executing our sales strategies;
- Uncovering new Client opportunities and growing our Sales Pipeline;
- Bidding for work;
- Increasing Client conversion rates;
- Negotiating client contract terms for both new and ongoing client relationships;
- Achieving (and exceeding!) company Client Growth and Revenue targets;
- Positioning Women into Leadership as the knowledge experts and 'go to' provider for gender diversity consulting for organisations;
- Use of CRM tool and maximizing our sales efforts.

This is a rare opportunity to join an ambitious social enterprise in a leadership role. If you think you have what it takes to be successful at Women into Leadership, we want to hear from you.

Skills and experience

Required skills:

- Proven Sales experience with maximizing revenue;
- Outstanding communication skills, both verbal and written;
- Outstanding commercial and customer focus;
- The ability to naturally 'woo' and influence others;
- Strong problem solving and analytical skills;
- Extensive experience in B2B sales strategy and execution;
- Leadership skills;
- Ability to talk with C-suite, Executive and director level contacts;
- Demonstrable success in business development;
- Minimum 6 years' experience in senior sales role, at least 2 years in a leadership role.

Required attributes:

- Highly motivated, ambitious and enthusiastic;
- Hungry to see sales results and love closing a deal;
- Intelligent, persuasive and resourceful;
- Disciplined and conscientious with a strong work ethic;
- Ability to work autonomously;
- Fast learner with an eagerness to pick up new skills;
- Positive, outgoing and confident;
- Energetic, confident and a natural relationship builder;
- Comfortable working in a fast-paced environment with a strong sense of urgency.

TO APPLY: Please email your résumé along with cover letter outlining why you want to join Women into Leadership to: info@womenintoleadership.com.au.

For a confidential conversation, please call Andrew Fenlon on 0421 575 700 or Kylie Duffy on 0408 200 208.