



Position: Senior VP, Sales and Marketing

Company Overview: Tax Advisors Group, LLC ("TAG") specializes in multi-state business personal property and real estate tax consulting. We are committed to providing the highest standard of customized tax consulting and client service in the industry.

Job Description: Part of the leadership team, the SVP is responsible for leading the entire business development team guiding them to produce new client revenue for TAG with targeted companies to meet or exceed pre-agreed-upon goals. The team currently consists of four VPs of Sales, an Inside Sales Manager and multiple Business Development Associates who set appointments. In addition to leading the team to a higher close rate, the position requires the ability to make presentations (via telephone, Internet video, and in person) and manage communications and messaging delivered to key decision makers including corporate controllers, chief financial officers, tax managers by all means available (email, web, social media, in-person, etc.) and close sales. Sales leadership includes attending industry meetings and trade shows as a leading company representative and making face-to-face presentations (one-on-one and in group settings) to top-level prospects. The position includes managing the sales team and sales database, which includes ensuring that prospects fit with the firm's strategic direction, and daily hands-on training with the sales staff, developing sales skills and sales tools.

- Targeted annual sales goals focused on companies with business personal property (BPP) in excess of \$5M in Texas.
- Subject matter experts will be available.
- Communicate effectively in person, on the phone and through written emails.
- Help staff identify opportunities, overcome objections, increase close rate, and close deals.
- Identifying new leads will include participation in conferences and associations.

Experience and Skills

- Bachelor's degree or higher
- Experience and successful record of business-to-business sales of professional services
- Proven ability to manage and coach a sales team to meet ambitious sales goals
- Excellent communication skills, written and verbal
- Experience developing winning presentations and responses to RFPs
- Excellent organizational and presentation skills
- Strong work ethic and record of consistent sales successes
- Ability to travel to make sales presentations and meet with prospects
- Experience working in sales tracking software
- Basic skills in Microsoft Outlook, Word, Excel and Internet navigation and research

Compensation

- Base salary plus incentives for personal sales and for team sales growth
- Health insurance for employee
- Paid Time Off, holidays and winter break