

Position: **Sales Director**

Date Posted: **08/18/2017**

Planswell is the fastest growing and most disruptive fintech company in Canada and our goal is to help every Canadian reach their retirement dreams in a smarter, simpler and more satisfying way than anywhere else.

**We are looking for up to 2 dynamic, smart and creative sales leaders with proven track records of top sales and management performance.** Must be hands-on and willing to roll up your sleeves every day and show em' how it's done.

You'll have the chance to hire and build your sales team, in addition to leading our current team.

Desired Skills:

- Bulletproof script writing that keeps the conversation on track
- Impeccable verbal and written communication
- Deep understanding of sales process fundamentals, having sold and taught a consultative and deliberate sales approach
- Strong platform training and one on one coaching
- Fluid with Excel/MS Office or Google Docs
- Sales training background a plus
- Knowledge of financial services industry a plus

Desired Experience:

- Current sales manager or director
- 1+ years of sales management experience, ideally phone sales
- 2+ years of top sales performance experience, ideally phone sales
- Hiring, training, coaching, counselling, and performance-managing sales teams
- Leading a top performing team
- Managing a large sales funnel with hundreds of prospects
- Operating CRM tools, i.e. Salesforce.com, Hubspot etc...

Benefits:

- Competitive salary and compensation structure, including options
- Beautiful, open-concept working environment conveniently situated in downtown Toronto
- Generous group benefits package
- Catered lunches
- And More!

Please send a cover letter and resumé to [careers@planswell.com](mailto:careers@planswell.com) with subject line "Sales Director - {YOUR NAME}".