

Denver Metro Chamber of Commerce
Enterprise Sales Director
Denver, CO
<http://www.denverchamber.org>

Application deadline: Sunday, June 4, 2023

Reports to VP of Sales and Investor Strategy

FLSA Status Exempt

Salary Range \$65,000-\$75,000 base salary + earned commissions

Expected Hours Full-Time (40 hours/week)

JOB PURPOSE:

We're looking for an enthusiastic, energetic Enterprise Sales Director that can build relationships with some of Colorado's most prominent business leaders. The Enterprise Sales Director is part of a collaborative team that focuses on bringing new members into the Chamber to increase the community and to grow revenue to fund the Chambers work. The Enterprise Sales Director is responsible for attracting new Enterprise level members for the DMCC, onboarding members, and membership retention. The Enterprise Sales team is an integral part of the Chamber, has high visibility, and has high standards and goals.

Enterprise Sales are defined as companies that have a revenue of more than \$20 million and have more than 50 employees in Colorado.

DUTIES AND RESPONSIBILITIES

Your time will be spent on sales and relationship management, internally as well as externally. You will be the primary contact for existing and new high level (12.5K -150K+) members and responsible for:

- Recruiting new and retaining existing high investment members through calling (warm and cold leads), written correspondence, and face to face meetings to reach and exceed budgeted membership sales and renewal targets.
- Build strong relationships with key decision-makers within a prospect and member organizations.
- Develop and execute a sales strategy that will meet or exceed revenue goals. This includes identifying target markets, creating a sales plan, and executing that plan to generate sales.
- Maintain a pipeline of opportunities and accurately forecast sales results. Working with VP of Sales, you will work to develop and implement a framework for integrated sales plan.
- Use CRM for tracking and reporting, and to coordinate cross department communication (Sales/ Event Team/ Affiliates/ Mar Comm). Work on creation and execution of contracts, invoices and payment follow up with Customer Success Manager. Update all communication in CRM.
- Key liaison and stake holder between Senior Leadership and high investment potential members. Lead implementation for Denver Metro Chamber, Metro Denver EDC, Denver Metro Chamber Leadership Foundation, Colorado Competitive Council and Small Business

Development Center. Work as a 'concierge seller' for your members to introduce them to all the Chamber has to offer.

- Collaborate directly with Events and Sponsorship salesperson as a 'co-seller' in presenting the benefits of the Chamber as it relates to events/strategy.
- Use CRM to identify your relationships to focus on engaging and upselling high-level Year 1 and Year 2 Renewals. In working with high investment Members, Affiliates, VP, and peers, innovate and introduce new ideas, and potential new events and sponsorships for the future.

QUALIFICATIONS

- 8 years + sales experience
- Ability to navigate C Suite
- Experience in achieving target quotas and goals

PREFERRED SKILLS

- Excellent oral and written communication skills
- Ability to work collaboratively and as part of a team
- Strong negotiating skills
- Highly detail oriented
- Highly networked in the business community
- Passion for winning!

WORKING CONDITIONS

- Equipment to be used includes a PC based network system with internet and intranet capabilities
- CRM/ Salesforce
- Normal work hours at the Chamber are 8 a.m. to 5 p.m. Monday through Friday. Working hours can fluctuate depending on timing of events

PHYSICAL REQUIREMENTS

Physical requirements of the job include sitting at a desk (70% of the time)

DIRECT REPORTS

- N/A

Qualified applicants please apply here [Enterprise Sales Director](#) no later than the close of business June 4, 2023. Please let us know how you heard about the position. Incomplete and late applications will not be considered.

*Please note this description is not inclusive of all of what the role may entail.

DENVER METRO CHAMBER BENEFITS SUMMARY

DMCC has created a workplace culture that allows our team to focus on doing excellent work, knowing that they have good care. Get a sneak peek below into our caring benefits and perks offered at the Chamber:

We partner with the following carriers:

- Kaiser Permanente Gold HMO or HD Medical Plans

- Rx Coverage
- Delta Dental PPO
- VSP vision care
- Rocky Mountain Reserve / spending accounts

Because of our commitment to fair, and equitable pay, we are guided by pay transparency. Meaning, we set salary ranges based on competitive market data. Our intent is to be upfront with all candidates about the salary range for their role so candidates can be confident that they are receiving competitive wages.

The Chamber and its affiliates are dedicated to the principles of equal employment opportunity. We prohibit unlawful discrimination against applicants or employees. Employment decisions are made on a non-discriminatory basis, and without regard to race, color, religion, age, sex, sexual orientation, gender identity or expression, pregnancy, status as a parent, national origin, disability status, genetics, protected veteran status, political affiliation, military service, other non-merit-based factors, or any other characteristic protected by federal, state, or local laws.