

Head of Sales

Location:

Denver area preferred, or remote (US Based)

Role Brief

PlatCore is seeking a Head of Sales to lead sales team. Reporting to the CEO, you will own the creation and execution of the company's sales strategy with the goal of meeting/exceeding revenue targets. To be successful, you will have significant sales experience and connections within the ServiceNow ecosystem, preferably in ISV software sales. You have a successful sales track record of at least ten years managing full-cycle sales processes with the ability to develop and grow strategic partnerships. You have proven success managing, mentoring, and nurturing a team, building processes, and achieving organizational goals. You are energized by the opportunity to build PlatCore and be a part of our growth story. Compensation consists of salary, commission, bonus, and benefits. OTE is 250k+.

Responsibilities

- Develop and implement a sales strategy and growth plan.
- Develop and execute strategies to achieve sales targets.
- Provide leadership and guidance to the sales team.
- Responsible for building and nurturing Channel & Alliance Partner program.
- Oversee and consult on RFP responses.
- Set quarterly and annual sales goals for the sales team aligned with corporate objectives.
- Generate and achieve monthly, quarterly, and annual forecasts.
- Travel will include trade shows, customer sites, and company meetings as needed.

Qualifications

- Bachelor's degree required.
- 10+ years of successful SaaS software sales experience
- Sales team management experience required.
- 4+ years experience in the ServiceNow ecosystem, preferably in product sales.
- Knowledge of HR and learning technology.
- Proficient in MS Office and CRM applications (HubSpot).
- Ability to work remotely, with potential travel up to 25%.
- Must be U.S. citizen.

About us

PlatCore is a ServiceNow Technology Advanced Platform Partner, headquartered in Denver, CO. We are focused on learning products built on ServiceNow.

PlatCore serves government agencies and enterprise companies on six continents. We are the only fully featured learning solution built natively on ServiceNow, and are proud to deliver a deeper, connected learning experience. Our mission is to "Help People do their Best Work."

We are looking for those who want to be part of an early stage, growing software development company. We depend on each team member to help drive value for our clients, inform current and future products, and to contribute to the success of PlatCore.

Our team is passionate, achievement focused, and high performing. We are dedicated to the potential that learning brings and are driven to make cool stuff that delivers huge value for our clients. If this describes you, we want to hear from you!

Please contact us at careers@platcore.com.