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**Job Title:**

Senior Vice President of Sales and Marketing

**Department:**

Business Development

**Reporting To:**

Chief Operating Officer

**Summary/Objective:**

The open position is for a senior sales management professional, which embodies all functions of a direct sales executive and team leader. The official title is Senior Vice President of Sales and Marketing. The candidate selected for this position will be responsible for the sale of the organization's products /services in the Pacific NW.

**Essential Functions:**

- Develop plans and strategies for growing business and achieving the Company's sales goals for the janitorial, maintenance and other related services.
- Manage the sales process and sales budgets to deliver profitable growth.
- Use software to document sales leads, process, communication, and reports.
- Define sales processes that drive desired sales outcomes and identify improvements where and when required
- Put in place infrastructure and systems to support the success of the sales functions of the company
- Provide detailed and accurate sales forecasting each month
- Monitor customer, market and competitor activity and provide feedback to company leadership team, as necessary.
- Work closely with the COO, CEO and marketing to establish successful support, channel, and partner programs
- Travel for in-person meetings with customers and partners and to develop key relationships
- Meet or exceed sales revenue in accordance with the agreed upon annual quota
- Develop networking teams to create leads and opportunities
- Work with the Business Development team to communicate accurate data and work as a team to set up opportunities to bid on.
- Join and participate in Trade Organizations that will promote the company
- Plan and develop sales exhibits.

- Participate in education and training conferences on selling and marketing programs.
- Coordinate and assist in leading sales meetings to include site selection and agenda preparation.
- Keep informed of new products, services, and other general information of interest to customers.
- Check on competitive activity and develop new methods of attaining resellers and assisting resellers in attaining new accounts.
- Troubleshoot problems regarding services provided and help find solutions with Ops team
- Answer customer questions and receive complaints/issues.
- Perform other job-related duties and responsibilities as may be assigned from time to time.

**Metrics by which performance will be judged:**

- Sales Revenue Produced
- Profit
- Cost of Sales
- Potential Revenue in your Sales Pipeline
- Closing Ratio
- New Market Penetration
- Market Share (existing and new markets)
- Continuing Education specific to our industry.

**Competencies:**

- Customer/Client Focus
- Communication Proficiency
- Performance Management
- Business Acumen
- Negotiation skills
- Initiative
- Results Driven
- Organizational Skills
- Presentation Skills

**Supervisory Responsibility:**

Part-time and commission-only sales team to start, which is expected to grow to a regional salaried team over time.

**Work Environment:**

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, and fax machines.

**Travel:**

This position requires up to 50% travel. Frequent travel outside the local area may be required.

**Required Education and Experience:**

- At least three years of field sales experience.
- At least two years of facilities maintenance experience
- At least one year of CRM experience and experience with implementation of a CRM
- Bachelor's degree or equivalent experience.

**Preferred Education and Experience:**

Advanced training in recent sales techniques.

**Other Duties:**

Please note this job description is not designed to provide a comprehensive list of activities, duties or responsibilities that are expected of the candidate and may change at any time with or without notice.

**Compensation:**

There is a comprehensive compensation package, which is comprised of the following (described below):

- Monthly base salary;
- Company expense account and company credit card for entertainment/travel;
- Tiered commission structure;
- KPI bonus plan;
- Profit-sharing;
- Equity participation.

The full compensation package is likely to be in the range of **\$140-180k annually**, with approximately one-third being the base salary and the rest paid based on performance. For additional information and to apply for the position please visit <https://www.atlasfacilities.com/careers>.

