



## **Job Description: Director of Product Sales (USA)**

Director of Product Sales (USA) This newly created role represent the chance, in an already successful business, for the appointed individuals to be in on the ground floor of a new global product launch focused initially in Europe and the US.

### **Location**

Flexible-working model, primarily home-based, expect to travel for customer meetings.

### **Package**

\$100,000.00 - \$150,000.00 per year plus commission.

### **The Opportunity**

Kim is a proven Enterprise workflow automation and document generation platform used by global corporations for legal, contract, compliance, CoSec and related activities. Over the last six months Kim has productized its no-code, SaaS technology, and this quarter launches the first of a range of new office automation and productivity tools (Kim Document - <https://vimeo.com/596443082>). These products are aimed primarily at Small and Mid-Sized businesses, Education and public sector bodies although, as we have seen through beta-testing, they will also be used by different functions in large organizations.

### **The Role**

In your region you will:

- help shape the To-Market strategy and supporting sales collateral for this new Kim product layer
- establish partner relationships (particularly with regulatory, trade, education and public sector bodies)
- generate new leads
- manage incoming enquiries
- close sales
- represent Kim, and talk at conferences and events
- build a sales and sales support team to accelerate growth (when the To-Market operating model is established)
- influence product evolution by capturing and sharing User feedback

### **Your Profile**

You have:

- a proven track-record, over five or more years, in high volume B2B software product sales
- experience in selling office automation software and/or document generation / workflow / compliance / contract solutions
- experience of selling indirectly and directly to organizations of all sizes but particularly Small and Mid-Sized businesses
- experience of working with regulatory bodies, trade associations, Education and/or the public sector (both as customers and as channels to market)
- a track-record of setting, securing support for and then achieving monthly/quarterly targets
- stamina, perseverance and determination

You are:

- a doer
- a winner
- a self-starter who is happy to get 'stuck in' to make things happen and who does not need a large support infrastructure around them to deliver
- great at developing rapport, establishing trust and managing relationships
- a good listener
- a great asker of questions
- an excellent written and spoken communicator
- an excellent demonstrator of a software product

### **What You Can Expect**

You can expect to:

- work hard
- be challenged
- be heard
- make a difference
- learn a lot
- be treated well and fairly
- have fun

The Kim culture sees us respect each other, work hard, have fun and judge each other by what we say and what we do. In Kim we know that trust and respect come from how we behave and how we deliver and not from our job title. We accept honest mistakes (as long as we learn from them) but our culture won't tolerate rudeness or bad behaviour. We spend a lot of time at work, so we need to enjoy it. After all, life is too short not to!