



### **Position Title**

Global Head of Sales

### **Reports to:**

Managing Director

### **What is Rosterfy?**

Rosterfy is a global leading, end to end workforce management software business. We are rapidly growing with clients across APAC, the United States, Asia and Europe. Our SaaS based workforce management platform supports large organisations, not for profits and major events to streamline their end to end workforce management systems. Clients include the past five consecutive Super Bowl's, Colorado State University, COP26, Team London, Munich 2022, British Heart Foundation and Cancer Council just to name a few.

With our head office based in Melbourne, Australia and offices in Colorado, London and Dubai, we are a young, vibrant and passionate team who are committed to connecting communities to events and causes they're passionate about through our end to end volunteer and paid workforce management solution.

### **KEY RESPONSIBILITIES**

The ideal candidate's responsibilities will include developing key growth sales strategies, tactics and action plans, as well as the successful execution of these strategies to achieve financial targets. This is a dynamic role where your duties will include managing the global sales team, hitting annual targets, building relationships and understanding customer trends across multiple verticals.

### **Individual Sales Responsibilities**

- Exceed individual sales goals through prospecting and winning new revenue-generating relationships.
- Prospect and nurture new business leads through the sales cycle to generate revenue in line with quarterly/annual targets.
- Achievement of KPIs to develop and maintain an adequate pipeline of opportunities.
- Work closely with the marketing team to build innovative campaigns to generate organic leads.

## **Global Head of Sales - Rosterfy**

### **Organisational Responsibilities**

#### High-Level

- Participate as a member of the global management team and contribute to shaping growth strategy both regionally and globally.
- Provide strong leadership and strategic guidance in the development of the Company's commercial interests.
- Assist in developing an annual budget as well as managing and monitoring the company growth plan for global sales with frequent management reporting and accurate forecasting to the CEO and other key stakeholders.
- Prepare an annual strategic plan to be approved by the CEO, which will form the basis of core operational and investment activity for the subsequent financial year.
- Develop strategies to push our two core products; our SaaS-based recurring client product and our "one-off" Major Event client product

#### Ongoing

- Set targets, performance plans and high standards for the sales team.
- Establish, implement and monitor key performance indicators for the team.
- Meet with the team one-to-one weekly to review performance, progress, targets and have a deep line understanding about the entire sales team pipeline through CRM.
- Strong ability to coach, lead and support the sales team to achieve/exceed their targets and KPI's.
- Lead by example by meeting/exceeding your own sales targets.
- Working closely with CFO and management to ensure transparency against the delivery of sales targets.
- Working closely with the Head of Marketing to develop inbound lead funnels for the Sales team to close.

### **Team Management & Sales Coaching Responsibilities**

- Building an inside and outside sales team, providing guidance and support in territory/account planning, opportunity development, and key client-facing activities.
- Provide executive sales presence at client & prospective client meetings.
- Meet or exceed global sales goals through the coaching and support of sales reps.
- Creation and evolution of a sales playbook to support the team.
- Foster a culture of success, sharing best practice and open communication.
- Scaling and developing an A-Team of sales talent at all levels to hit ambitious growth targets.

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### REQUIREMENTS

- 7+ years of proven B2B SaaS sales experience alongside minimum 1 year + sales management experience.
- Understanding and experience using CRM systems including Salesforce and/or Hubspot.
- Deep industry and role experience for sales and business development, particularly in a SaaS environment.
- Effective leader of people with a track record of exceeding sales targets and leading teams to deliver profitable growth, including successfully managing remote sales teams.
- Excellent interpersonal, presentation and communication skills (both written and verbal) with drive, determination and motivation.
- Performance management of direct reports including reviews and professional development.
- Ability to be self-sufficient and manage own workload independently, taking full accountability of performance.
- Excited by joining a growing organisation in the next phase of growth.
- An innovator that enjoys bringing ideas and opportunities to the table.
- Collaboration with other functional areas and colleagues within the organisation to deliver results.
- Ability to take on challenges and an openness to learning new things.
- Ability to travel; Estimated 5 international trips and 10 domestic trips per year (pending restrictions)
- Willingness to work outside of traditional office hours to support the global team.
- Bachelor's Degree preferable but not mandatory, degree in business, marketing or management preferred.

### DESIRABLES

- Extensive networks within any of the following sectors: Charities, Cities/Local Councils/Government, Sporting Federations/NGBs, Major Sporting Events

**Location:** Flexible for the right candidate but ideally located in the USA, UK or Europe.

**Working Hours:** Given the global nature of this role, there will be the requirement to be available for meetings outside of traditional office hours but we understand the importance of work life balance and can accommodate flexible working hours to offset this time.

**Salary:** Competitive salary and commission structure for this level of position to be negotiated during the shortlisting of candidates.