

# VP of Sales

## About Rotational

Our mission is to empower modern data teams to build next-generation apps, APIs, and models quickly, reliably, and securely. With our products, developers and organizations unlock value and growth by getting the right data to the right process at the right time and place. As specialists in cloud computing, event-driven data systems, and machine learning, we aim to create a common language across technical teams that encourages collaboration, empathy, and curiosity.

## What We'll Depend On You For

We're a small and growing company and we're getting ready for a big growth cycle! For most of our history, our team has consisted primarily of engineers, which is great when you want to get stuff built. Now it's time to sell – our flagship product, a fully managed eventing platform called [Ensign](#), is ready for customers!

We are seeking a Vice President of Sales to lead our sales initiatives and drive revenue growth. The ideal candidate will have a proven track record of sales success, a thriving network, and a strong understanding of how to position and sell software services and products.

### Key Responsibilities:

- Work with the exec team (we know it will take all of us working together to win!) to develop and execute sales strategies to achieve revenue targets and meet quota expectations.
- Build sales practices, including prospecting and lead generation, and manage a pipeline and high-performing sales team, including hiring, training, and coaching sales representatives.
- Work closely with marketing and product teams to develop effective sales messaging and positioning.

- Develop and maintain strong relationships with key customers, partners, and industry influencers.
- Monitor and analyze sales performance data to identify opportunities for improvement and adjust strategies accordingly.
- Ensure the sales team is equipped with the necessary resources and tools to succeed, including sales collateral, product information, and training materials.
- Manage sales forecasting and reporting processes to provide accurate revenue projections and performance updates to senior leadership.

Quota:

- The Vice President of Sales will be responsible for achieving an annual quota of \$1m in new customer revenue.

## Qualifications

- 5+ years of sales experience, including in tech sales.
- Demonstrated success in meeting or exceeding revenue targets and managing a high-performing sales team.
- Strong knowledge of software and tech sales strategies and techniques, as well as the software industry landscape.
- Excellent communication, interpersonal, and leadership skills.
- Ability to work collaboratively with cross-functional teams, including marketing, product, and customer success.
- Strong analytical skills and the ability to use data to drive sales strategies and decision-making.
- We offer a competitive compensation package, including salary and bonus, as well as health and retirement benefits. This is a great opportunity to join a growing company and make a significant impact on our success.

## What You Can Expect From Us

- **Respect.** We'll take your contributions, your opinions, and your feedback seriously.

- **Variety.** You'll support a wide range of marketing projects and initiatives from developer outreach campaigns to conferences, and everything in between.
- **Sincerity.** We'll trust you with challenging tasks and give you ample opportunity to push yourself beyond your current experience.
- **Continuous Learning.** We're teachers at heart; we'll provide you with mentorship and plenty of learning opportunities.
- **Growth.** We're a small but growing company and want you to grow with us. We're open to creative ideas and approaches that deliver results, differentiate us in the market, and adhere to our values. At the same time, we care about our team and we want to understand your goals and help you achieve them.

Apply for this position by sending your resume and a short email with "VP of Sales" in the subject line to [info@rotational.io](mailto:info@rotational.io).