

Perform Air International Inc.
Section VI - Attachments
Att.57.03 - Job Description

Revision	Revision Date	Revision Change
N/I	02/20/2012	Initial Release/Re-release, Change, to Title, Division/Department manager
1	09/26/2024	Revision to Qualifications
2	12/01/2024	Revision to Grade Level

Title / Position: Executive Vice President Sales/Marketing

Grade Level: 11-2022-26

Exemption Status: Exempt

Department: Sales

Division Manager: Executive. Vice President Sales/Marketing

Department Manager: Executive Vice President Sales/Marketing

Immediate Supervisor: President

Duties, Responsibilities and Authority:

This position has the authority and responsibility for coordinating and directing all sales and marketing aspects of the company's activities to ensure customer satisfaction.

The Executive Vice President Sales/Marketing is responsible for the sales and marketing activities within the organization. In this capacity, the Vice President of Sales has direct responsibility for the Director of Sales.

The Executive Vice President Sales/Marketing oversees the hiring and development of a (global) sales organization, appropriate for the company's maturity/size.

This position must be a role model for the company culture.

This position will drive the development of national and international sales strategies and maintain key customer relationships and develop and implement strategies for expanding the company's customer base.

The Executive Vice President Sales/Marketing will be responsible for monitoring and reporting customer satisfaction through Customer Satisfaction Surveys.

The Executive Vice President Sales/Marketing will develop and execute lead programs as well as manage overall sales process, set appropriate metrics for sales funnel management.

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Specific:

Establish contacts and relationships with potential customers and channel partners.

Outstanding interpersonal skills and the ability to work and communicate with executive level customers and partners.

Ability to work collaboratively with colleagues and staff to create a result driven, team-oriented environment.

Qualifications:

Education: BA or BS Degree or High School completion plus one of the following Experience or Training

Experience: Five years' management experience with responsibility for the Sales or Marketing Department.

Training Two years in-house employment, and training records of at least 100 hours.