

## **VP of Sales / Chief Revenue Officer**

Clarip's patented Hybrid Artificial Intelligence technology is disrupting the fast growing Data Privacy industry. Clarip's technology is used by the Fortune 500 companies to help protect customer data and comply with the privacy laws around the world. With the Data Privacy / Data Protection market poised to go over \$103 billion in the next few years, Clarip is growing fast and looking for you to join our sales team on this exciting journey. If closing sales comes naturally to you then the sky is your limit! With Fortune 500 companies lining up to use Clarip's platform, you will reap incredible rewards and make a big impact along the way!

As VP of Sales, you will have responsibility and accountability for the revenue of our core Enterprise SaaS product suite for the data privacy industry. The ideal candidate will have proven sales leadership experience with a track record of driving results leading inside sales teams that works both inbound leads and outbound leads from targeted market research. The Vice President should be results-driven, competitive, and a sales-minded leader who thrives in a fast-paced, high-growth environment. You must be an individual contributor and a CLOSER in addition to being a sales leader. You not only lead the sales team, but also pick up the phone and make cold calls as needed. You thrive in an environment that requires you to take the challenge head on, and consistently exceed revenue targets. Experience fostering positive client relations, managing key clients across multiple service lines, establishing and delivering on client strategy is required. You bring your decade long experience along with c-level and decision maker connections that will open doors naturally and help us make the pitch. You are a master in articulating value proposition and ROI in the SaaS world to enterprise customers.

### **Responsibilities:**

- Build and Manage a team of SDR's and AE's operating in an inside sales and Lead Gen. environment
- Mentor and inspire the sales team and drive high cadence
- Drive the account management strategy for assigned clients in an effort to grow the relationship
- Own and manage the entire sales process/lifecycle
- Set and achieve revenue targets for the team - according to company goals & monthly/annual sales goals

- Generate leads and develop & optimize messaging to increase sales team effectiveness
- Own the overall team performance and pacing towards our business goals
- Be a subject matter expert in data privacy, constantly review the market to determine customer's changing needs
- Cultivate and maintain deep relationships with both current clients and new prospects
- Utilize CRM tools, HubSpot, etc. to track activity and update lead and opportunity information

### **Qualifications**

- 10+ years of inside and/or field sales experience, preferably within fast-growing enterprise SaaS (B2B) company
- 5+ years experience in leading Inside SDR/AE sales teams working closely with Marketing to execute sales, lead gen and GTM strategy
- BA/BAS degree is required
- Ability to leverage data analytics to drive KPIs
- Experience working using a CRM for prospecting, forecasting and reporting
- Strong negotiation, mediation, and conflict resolution skills
- Excellent creative and strategic thinking to provide solutions to prospective clients
- Strong analytical, organizational, and time management skills
- **Experience selling security or privacy software is a big plus**

### **What we offer**

- A career in a fast growing technology company
- Contributing to something that is truly impacting people's lives
- Becoming part of the movement that cares about data privacy
- Excellent compensation and unlimited growth opportunity

### **Compensation**

- Competitive salary, commissions, bonus, residual commissions
- Additional Performance bonus
- Stock options
- Paid vacation

**Please send resumes to [jobs@clarip.com](mailto:jobs@clarip.com) along with your LinkedIn profile URL, and a cover letter.**