ESR, LLC invites applications for **Vice President of Sales.**

ESR, LLC is a software development company based in San Diego, California, USA. We are building next generation software for healthcare, banking, education and tourism sectors. We have a team of highly skilled and motivated professionals who work from San Diego, Kansas City, Phoenix, London, Singapore, Kathmandu, Biratnagar and Butwal.

We are looking for a person who can lead our sales division in Nepal. This position can eventually grow into the Head of Global Sales. We are looking for someone who can speak the developers language and translate it into the board of directors language. We are looking for a candidate with at least 10 years of progressive sales experience.

The person in this position will be interacting with the executive team on a regular basis. He/She will have the full responsibility to set and deliver on sales targets. He/She will be responsible for managing a team of sales professionals. In Steve Jobs words, "your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do."

If you believe you can lead a team of change-makers please consider sending your resume to shashi@esrtech.io

Job Description
- Developing and implementing Information and Communication Technology (ICT) sales strategies for Nepali market and other similar frontier economies.
- Building networks with key stakeholders of the ICT industry.
- Partnering and participating in trade shows, conferences and seminars representing ESR, LLC .
- Building lasting relationships with clients in banking, education, healthcare and tourism sectors.
- Building liaisons with market participants to support the development of ICT industry in Nepal.
- Identifying new product opportunities and developing investment grade proposals.

- Developing Key Performance Indicators (KPIs) and Metrics for sales, customer acquisition and retention.
- Writing product stories and publishing in print and digital media.
- Developing context specific sales materials.
- Fostering post sales relationships and working with the engineering team for customer success.
- Building a distinguished team of technology sales professionals.

Requirements
- Minimum of 10 years progressive experience in business development, marketing and sales (preferably of digital products). At the least the sales career should involve selling ICT products for five years.
- Proven track record of managing and growing a business development and sales team.
- Proven track record in selling products and services that are new to market.
- MBA is preferred but not required.
- An innate desire and hunger to learn technology and implement it in daily lives.

What we offer
- Extremely competitive pay with great benefits.
- Fully remote job.
- An exciting and passionate team to collaborate.
- Opportunity to grow into an executive level position in the company.
- A challenge to sell new products in new markets.
- Exposure to global working culture.
- Opportunity to drive digital products adoption in multiple industry verticals in Nepal.

Compensation
- This is a fully negotiable position. This will include a base salary, sales commission and performance based bonus.