



**NewTek**

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## Job Description: Director of Sales, EMEA

<b>Job Title:</b>	Director of Sales, EMEA
<b>Department:</b>	EMEA Sales
<b>Reports To:</b>	SVP of WW Sales
<b>Location:</b>	Manchester, UK
<b>Direct Reports:</b>	EMEA Sales Team

NewTek, the Emmy Award winning provider of innovative solutions for Graphics, Film, and Television Production, recognizes that employees are at the core of its success. We recruit and retain highly qualified, motivated, and passionate individuals and provide them with an environment to grow, succeed, and share in the company's success.

### Position Description:

The position of Director of Sales, EMEA will be responsible for growing and managing the team that drives revenue growth in the Europe, Middle East, Russian, and African markets. This position reports directly to the SVP of Worldwide Sales.

### Essential Duties and Responsibilities:

- Responsible for directing and managing all sales operations, both direct and indirect, in the EMEA Region
- Responsible for attainment of the company's revenue and profitability goals for the EMEA Region
- Create and manage effective processes to provide accurate monthly sales forecasts for the EMEA business via CRM
- Manage and drive the Sales Team to achieve monthly, quarterly, and yearly revenue and profitability targets
- Oversee the hiring and development of the EMEA sales organization, keeping it appropriate for the company's size and revenue growth targets
- Develop and maintain a highly effective sales organization through outstanding hiring, training, motivation, and people development practices
- Assist in the development and creation of EMEA sales targets and EMEA sales team compensation plans
- Assist in the development of budgets, goals, and action plans to grow sales in EMEA

- Build and maintain relationships with key strategic customers, traveling with NewTek Sales personnel as necessary
- Build relationships with key, strategic contacts in our EMEA distribution and reseller channels, traveling with NewTek Sales personnel as necessary
- Work with VP's and Directors of other departments to ensure alignment to enable attainment of our sales targets, and to ensure an outstanding customer experience
- Be current and knowledgeable of market and industry trends, competitors, and leading customer strategies
- Be a role model for the company culture

## Key Requirements:

To perform this job successfully, an individual must be able to perform each duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- The highest level of management skills, with a successful proven track record of creating revenue growth
- Proven International business development capabilities
- Outstanding communication skills – including foreign languages and the understanding of foreign cultures
- Proven ability to motivate, develop, and drive a world-class sales team
- Ability to self-motivate and operate independently
- Detail orientated with world-class organizational skills
- Exceptional relationship building capabilities with both internal & external customers
- An understanding of live video production workflows and streaming media technologies
- 10+ years of experience in the video production / post-production industry
- 10+ years of channel sales management experience
- 5+ years of direct sales management experience
- Position requires travel as needed to support the business (approx. 60%)
- Bachelors' degree preferred

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