



Job Title: Senior Sales Director

Aptara is the market leader in content transformation services with more than 5000 employees worldwide. Aptara's document transformation, Publishing Services and Content technology practice serves top publishers and fortune 1000 customers with digital content, web and computer based course ware development, interactive/enhanced eBooks, custom web portals, iOS and android apps and custom content and learning management system implementations.

The Sales Director will be responsible for generating new clients across one or more of several areas covering publishing services, content/document transformation solutions, learning solutions. Must be a hands on hunter, and manage all stages of the sales cycle, from prospecting to closure.

Role is based out of the NY/NJ area. Candidates in the NY/NJ area preferred. Travel as required. Candidates in LA or other metros can be considered if they bring significant regional opportunities. Compensation plan includes base salary and commission plan.

Responsibilities:

- Responsible for bringing in new clients and revenue
- Taking a strong role in discovering and closing new business opportunities with a focus on content technology related solutions
- Serving as a dedicated strategic partner to client(s) with overall responsibility for client relationship, account vision/planning, revenue growth and account profitability.
- Leveraging and managing alliances/partnerships to offer enhanced value to the client.
- Communicating effectively with cross-functional groups and building strategic relationships with client teams to further penetrate existing clients and develop new business based on credible relationships with top executives.
- Established presence and client relationships in one or more market verticals or territories will be required

Qualifications:

- 10+ years of demonstrated sales and business development expertise
- Have deep domain experience and demonstrated solution selling experience in one or more of these areas - publishing services (eBooks, magazines, newspaper solutions); enterprise document transformation solutions; digitization solutions; technology/IT solutions related to media and content delivery such as mobile apps, web portals, learning management systems, content management systems (alfresco, drupal, joomla, documentum etc.)
- Experience delivering complex solutions that involve one or more of the above components which combines a Business Process Outsourcing service as well as a technology solution is highly preferred
- A tech savvy person who understands how technology and software can be applied to solve business problems is highly preferred
- Relationships with one or more of these areas with customers - CIO/CTO/VP/SVP level decision makers in production, procurement or IT
- Referenced as a top producing partner in his/her firms comparable practice area.

- Seasoned sales executive, who has handled a significant pipeline strong entrepreneurial drive, thrives on business development.
- Highly self-motivated and can perform without appreciable direction.
- Develops a following, both within his/her firm and in the industry client community
- Demonstrated entrepreneurial and commercial instinct. Highly self-motivated and thrives on autonomy, yet naturally collaborates with peers.
- Thrives in a competitive environment and wants to be the market leader
- Self-confident, resourceful and highly competitive but nonabrasive style.
- Performs best in an environment that is not highly structured. Thrives in a matrixed organization where one leads through influence.
- Exceptional communication skills. Open and candid, effective and persuasive. Able to communicate complex concepts and issues effectively and efficiently, both orally and in writing to an executive audience.
- High integrity and credibility as perceived by all those with whom he/she will work.
- Bachelors degree required. Multi lingual (spanish, portuguese etc.) is a plus but not required.