

## Director of Sales Operations

### Summary

PineSpire is looking for a motivated Director of Sales Operations that is excited to be in a leading edge, emerging new market related to vehicle, equipment, and energy industries. In PineSpire's unique business model, our customers *receive* payments from us, turning the sales dynamic on its head and creating true win-win scenarios. We do this by building long-term relationships based on mutual benefits and integrity. We are a small team taking on a large, quickly growing market which means this role will enjoy a high degree of independence and breadth. The Director of Sales Operations role is an integral part of our team - critical to our mission and continued success.

### Description

The Director of Sales Operations will have the opportunity to work directly with customers, support and build relationships with sales channel partners, and manage and innovate on sales strategies and processes. This role reports directly to PineSpire's Managing Partners and provides input on company direction and growth.

We offer a competitive compensation package, a stimulating and challenging environment, and boundless opportunities for growth.

### Job Duties

- Marketing: work with third-party consultants on email campaigns, marketing collateral, website improvements and other sales tools
- Manage Sales materials: prepare proposals, update and develop new sales material content as needed
- Develop sales pipeline: regular creation of new marketing targets, outreach campaigns, and nurturing the leads to opportunities directly or with partners.
- Direct sales: pursue new customers and complete entire sales cycle independently
- Support sales partners: through trainings, meetings, pipeline management, providing proposals and contracts, and attending customer meetings as requested
- Manage Sales CRM: keep all customer and pipeline information current, follow and improve company's processes for CRM functions, generate reports on company metrics and partner metrics
- Performance: Achieve profitable and attainable sales objectives for direct sales, partner sales, and sales operation management
- Collaboration: Work collaboratively with management to improve and evolve PineSpire's market approach, product offering and sales tactics through a strategic process
- Face of Company: Attend conferences and presentations on behalf of PineSpire



#### Location

- Work can be completed remotely; proximity to California and/or southwest Colorado preferred

#### Required Qualifications

- Bachelor's degree in business or sales-related field, or Bachelor's degree with relevant sales management experience
- 4+ years of sales experience including B2B sales, developing and maintaining customer engagement, creating sales support materials, and reporting sales metrics.
- Proven track record working independently and managing third party partners
- Ambitious, self-starter who is eager to learn, grow, and manage quickly evolving markets
- Basic understanding, experience, and competence working in a Customer Relationship Manager (CRM) platform
- Willingness to travel throughout California and Oregon on a regular basis
- Proficient with Microsoft Office

#### Preferred Qualifications

- Experience in electric equipment, environmental attributes, carbon markets, and/or commercial and food processing industry
- Prior experience managing direct reports

#### About Us

Working at PineSpire provides all the benefits of a young nimble company: flexible work schedule, close-knit team, creative solutions, and the opportunity to try new ideas. We also have the funding, real industry experience, and marketplace expertise to ensure we will succeed. We bring (and are looking for) a strong independent work ethic. The energy and sales expertise you bring to PineSpire will be met with support, compensation, and the opportunity to see an impact on the company, the customer, and your career.

Learn more about our company at [www.PineSpire.com](http://www.PineSpire.com)

#### Apply

Please send resume and cover letter to [Contact@PineSpire.com](mailto:Contact@PineSpire.com)  
Applications will be accepted until June 8<sup>th</sup>