



Compensation Guide

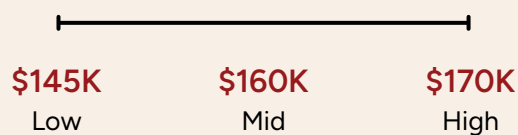
Director of Sales

A **Director of Sales** helps companies develop growth sales strategies, tactics, and action plans. They focus on long-term sales strategies and building key client relationships. Successful execution of these strategies is required to achieve the company's financial targets.

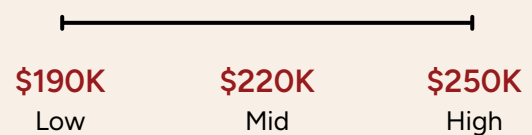
They ensure the sales team is aligned with overall business objectives and positioned for success in a competitive market.

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Director of Sales?

- **Proven success** driving and leading a sales team towards achieving targets and goals.
- Ability to **develop long-term sales strategies** and align them with the company's objectives.
- Experience in consultative selling and relationship management.