



Compensation Guide

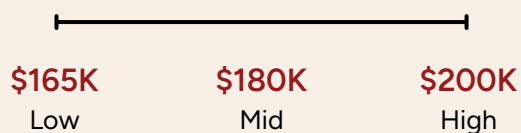
Vice President of Sales

The **Vice President of Sales** is a senior executive who is responsible for leading a company's sales team and developing sales strategies to drive revenue growth.

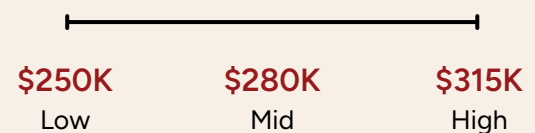
Their primary role is to develop and implement a comprehensive sales strategy **that aligns with the company's overall business objectives.**

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful VP of Sales?

- Strong knowledge of **sales forecasting, pipeline management, and revenue modeling.**
- Proven capability to **lead, motivate, and manage a sales team.**
- Capable of developing and executing go-to-market strategies.