



Director of Ecommerce Sales Needed

Sparo is looking to hire a Director of Ecommerce Business Development to develop and lead our sales strategy and engage with large retailers, presenting Sparo's SAAS corporate social responsibility services. This role reports into the CEO and is expected to expand rapidly to supervise a growing ecommerce sales team in the US and Europe.

About Sparo

Sparo (www.sparo.com) provides a suite of corporate social responsibility services for companies to democratize their giving programs. We are improving the lives of everyone worldwide by enabling consumers around the globe to select the charities where corporate donations fund. Our vision is to help fund every cause, charity, researcher, or other organization focused on the betterment of humanity by intertwining them with e-commerce and corporate social responsibility. Sparo's lead product is an ecommerce plugin to enable online shoppers to select a charity to which the merchant donates a percentage of the sales value of the shopping cart.

Job Responsibilities

- Contact, pitch, and close sales
- Develop the company's sales strategies
- Identify sales targets and contacts
- Keep Informed of New Products and Services
- Recruit, Train, and Coach and manage the Sales Team
- Delegate Tasks and Set Deadlines
- Set Sales Targets and Motivate Sales Team
- Prepare Sales Reports

Qualifications / Skills

- A passionate high energy executive motivated by winning sales
- Established contacts and connections across the spectrum of major retailers
- Experience building and motivating a sales structure and team from the ground up
- Thrive in a remote work environment and remotely mentor your sales team



Education, Experience, and Licensing Requirements:

- Bachelor's or master's degree with a concentration in marketing, promotions, advertising sales, or business administration preferred
- At least ten (10) years of B2B retail industry sales experience
- Existing relationships with large cap and mid cap retail companies active in Ecommerce would be beneficial.
- One to three years of management experience
- Demonstrated strategic leadership ability

Work Hours & Benefits

A highly flexible work anywhere environment with a full range of competitive benefits including a minimum of four weeks PTO.

Learn more about Sparo and our full suite of benefits at <https://www.sparo.com/careers/>.