

Nova Advisory Sales Director

About the Company:

As a OneStream partner, Nova Advisory employs industry-renowned consultants with expertise in designing and delivering a unified Corporate Performance Management (CPM) solution. This enables our clients to modernize their finance organization and streamline their reporting and planning processes.

Nova Advisory helps clients determine the best course of action for their system direction and will help define the right steps to facilitate progress and maximize the value of their technology implementation.

We guide your strategy by:

- Working closely with our clients to identify, analyze, and document their business requirements. By thoroughly examining the existing processes and information, we identify areas that we can simplify, automate, modernize, and streamline.
- Helping define and manage a realistic project plan. Clients can count on Nova to meet all objectives within timeframe and budget. Simply put, our clients' success is our business.

Job Description

- We are looking for a resourceful, driven Sales and Relationship Executive/Director with deep expertise in managing all aspects of complex, consultative sales cycles. Located in Western United States

Responsibilities

- Develop strategic go-to-market plan for Nova's OneStream service offerings.
- Oversee numerous enterprise sales cycles simultaneously.
- Collaborate with both internal and external teams to best support client needs.
- Create strong relationships with client stakeholders across all levels of the organization.
- Develop relationships with OneStream sales team members to collaborate on sales opportunities.
- Effectively communicate the Nova Advisory value proposition in front of decision-making audiences.
- Establish marketing and business development programs.
- Develop marketing campaigns to generate new leads.

- Travel for client meetings.

Requirements:

- 5+ years' experience of relevant consulting or software sales experience (Ideally EPM/CPM).
- Basic understanding of finance and accounting principles.
- Track record of sales success.
- Communication and problem-solving skills.
- Ability to work independently and manage multiple task assignments.
- Effective presentation skills.

Preferred:

- OneStream services, EPM or Software selling experience.
- Experience covering West Coast territory.
- Track record of success running sales organizations.

As a Sales Director, you will enjoy:

- Working for a growing company that is a leader in the OneStream professional services market, with a supportive and dynamic culture.
- Having access to the latest tools and technologies to deliver best-in-class solutions.
- Earning a competitive base salary plus incentive compensation commission and bonus based on your performance.
- Having opportunities for professional development and career advancement.

US Base Pay Disclosure

- Nova Advisory follows a fair and equitable payment practice, taking into account many factors such as the candidate's skill set, previous experience, as well as job duties, requirements, responsibilities, and work location.
- For this position, the base salary range is \$140k – 200k USD plus Commission.
- In addition to the base salary, this position includes an annual performance bonus, and other benefits such as 401(k), healthcare benefits, short-term and long-term disability coverage, life insurance, well-being benefits, paid vacation leave, paid sick leave, and paid holidays. Please consider that some benefits are voluntary and may require economic participation both from the company and the employee.
- Pay increments and frequency of payment will be in accordance with employment classification and applicable laws.

EEO Statement

Nova Advisory is an Equal Opportunity Employer, and we make sure to comply with all laws and regulations that protect and enhance Diversity and Inclusion. All qualified candidates will receive consideration without regard to age, race, color, nationality, religion, sexual/gender orientation, gender identity, disability, or any other legally protected status.

We are committed to build diverse and inclusive teams and an equitable workplace for all our employees across the globe.