



Stria.com

Stria, a 2010 Inc 500/5000 company, is a nationwide provider of document management services. The company is a privately held, forward-leaning organization with a deep focus on document imaging and records management.

Stria provides services to a number of vertical markets including legal, government, health care, financial services and wealth management. Stria's core competencies include back file document conversion services, Scan-on-Demand records management, and onsite document imaging. More information can be found online at www.Stria.com/careers.html. To apply send cover letter and resume to Careers@Stria.com

Position

Vice President of Sales

Location

Candidate should reside in Texas or California

Summary

Stria's Vice President of Sales will be tasked with leading Stria's nationwide sales efforts.

The Vice President of Sales is an executive level position and the selected candidate is likely to be offered partial ownership of the corporation as part of his or her compensation.

The selected candidate will be expected to immediately close deals and drive revenue. The Vice President of Sales will be responsible for developing and executing a winning sales strategy.

The VP of Sales reports to the President of the Company and extensive travel throughout the United States is required.

Qualifications

Desirable candidates will have a track record of extraordinary sales success in the records management or document imaging industry. A four year college degree is desired and superb communication skills are a must.

Specific Duties

A strong understanding of cash management and budgeting is desired.

- Utilize existing connections, industry experience and sales skills to personally close or assist in the closing of new deals throughout the nation with an immediate emphasis on Texas and California.
- Participate in Executive Council meetings and provide input on all short and long term corporate goals.
- Develop a strategic sales plan that will allow Stria to achieve financial and tactical goals through further penetration of existing clients and new sales.
- Developing a detailed staffing and performance plan for sales throughout the United States. Plans will identify the number of Account Executives and level of performance necessary to meet or exceed financial goals.
- Oversee and improve relationships with Stria's strategic partners.
- Develop sales tracking reports and oversee the proper utilization of Salesforce.com.
- Oversee the company's marketing efforts to help build brand awareness throughout the United States. A special emphasis on B2B and Social Media is expected.
- Develop and maintain new sales material such as case studies, presentations and targeted collateral.
- Train all new and existing Account Executives to maximize their ability to close deals and build relationships.
- Be the primary point of contact and relationship manager for all large or complex customer engagements.
- Frequently review Stria's service offerings against those provided by partners and competitors to identify areas of potential synergy or potential new lines of service.
- Develop a target list of large to mid-size companies and personally develop C-Level relationships.
- Represent Stria within various professional organizations.
- Attend various trade shows and conferences to promote Stria's

services and generate leads and/or new sales

- Organize sales blitzes and targeted sales campaigns to increase business within specific verticals.
- 4 year college degree or equivalent work experience is required.
- Minimum of 8 years sales experience in document lifecycle, records management or similar industry.
- Innate professional sales skills.
- Focused, driven and motivated to succeed.
- Able to meet personal sales goals, motivate Account Executives to meet sales goals, and develop high level relationships with clients and partners.

The VP or Sales will be expected to make an immediate impact in the area of generation of new business, sales planning, staffing and pipeline management. All employment with Stria, Inc. is “at will”, meaning the company or the employee can terminate the employment relationship at any time, with or without reason or notice. Successful completion of the probationary period does not change the “at will” nature of employment at Stria, Inc..

Compensation

Stria offers competitive salary, aggressive commission structure, health insurance and a 401K. The Vice President of Sales will also be eligible to receive an equity stake in the company.