



**TITLE OF JOB: Director Strategic Partnerships, "Top Gun"**

**LOCATION:** Remote

**POSTED:** Sept 2018

**SUMMARY:**

A strategic company that connects worldwide business diners with a network of over 14,000 restaurants via their proprietary process.

**RESPONSIBILITIES:**

Seeking a seasoned, well-rounded, versatile sales/relationship professional to bring national chain restaurants into our proprietary marketplace. The candidate will have extensive knowledge of restaurant marketing/ad programs, relationships in the C-suite and be able to work within both corporate owned and franchise organizations. Keen insight into national Franchisor operations is a key element necessary for success in this position.

**REQUIREMENTS:**

- Demonstrated successful experience in enterprise-level sales
- Experience selling intangibles
- Superior quantitative skills
- Skill in sales pipeline filling and pipeline management
- Ability to work from home office
- Working knowledge of Power Point, Excel and Word
- Ability to travel 50%
- Experience with B-to-B marketing segments

**SALARY & BENEFITS:**

\$80 - \$90K base, uncapped commission. First year achievable goal \$250K+

**FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:**

**Name:** David Ulrich

**Direct:** (813) 841-7287

**E-mail:** [david.ulrich@wraysearch.com](mailto:david.ulrich@wraysearch.com)

*Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.*