

# Missing Person's Report: VP of Sales, Wilson Leadership



## **Description**

The VP of Sales, Wilson Leadership position with Wilson Leadership is responsible for promoting the Chas Wilson brand.

To be successful in this position, this person will need to set challenging, realistic goals and meet them. He/She will work independently to meet deadlines, while collaborating with other team members. Strong communication skills and a follow up plan to track leads and progress toward goals is required.

We are a growing company and work in a fast-paced environment. Speed of implementation is our motto! We rely on collaboration and team work along with independence, to complete our tasks and reach goals.

## **Responsibilities**

There are three major areas of responsibility:

1. Schedule Speaking Engagements
  - ✓ Network to find speaking opportunities.
  - ✓ Negotiate terms and conditions.
2. Promote Book Sales
  - ✓ Creatively package and sell books.
  - ✓ Use book sales to upsell other products.
3. Market Coaching and Training Events
  - ✓ Sell Wilson Leadership Academy subscriptions.
  - ✓ Secure clients for coaching and mentoring programs.
  - ✓ Sign up participants for Mastery Training classes.

## **Compensation**

Base plus commission.

## **Location**

Master Networks Headquarters in Plano, TX.

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