



The Leader of Houston's New Majority®

## ***Director, Corporate Sales***

The Houston Hispanic Chamber of Commerce is the leading regional advocate for the economic and civic interests of the Hispanic business community. HHCC represents approximately 90,000 businesses in the Greater Houston Region, ranging in size from start-ups to multi-national corporations, making the Houston Hispanic Chamber the largest in country.

**Position:** Director, Corporate Sales

**Description:** Responsible for revenue generation and development of corporate/business partners.

### **Responsibilities:**

- Responsible for generating revenue; corporate and business and in-kind contributions
- Meet or exceed monthly sales goals and annual revenue targets
- Build rapport and relationships with executives & promote HHCC; Secure effective strategic alliances and partnerships to optimize and improve business; Manage the relationship with key prospects; Establish a role of a trusted advisor to current and potential customers
- Stewardship and follow up to prospective and current members
- Cross Sell items: Sponsorship, Advertising, Membership, etc
- Assist President/CEO with clients, corporate sponsors via follow up, proposal, introductions and leads
- Upgrade corporate/business partners to a higher level of investment

### **Required Skills:**

- Bachelor's Degree – Preferred in Business, Management or Communications
- Enthusiasm for the mission of the HHCC and the community we serve
- Extensive Sales Experience (2-3 years proven track record)
- Strong written and spoken communications skills, with a proven record of engaging with individuals and organizations at all levels
- Self-motivated, good organizational skills, detail-oriented, ability to prioritize, multi-task and meet deadlines
- Excellent time management skills
- Ability to take feedback and apply changes in a quick, efficient manner
- Professional demeanor (dress, presentation, etc.)
- Knowledge/Proficient in Excel, Word & PowerPoint
- Bilingual, English and Spanish

**Hours:** Full-time employee

**Compensation:** Compensation commensurate with experience, qualifications and background.

**To Apply:** Please send a cover letter and resume to [HRADMIN@houstonhispanicchamber.com](mailto:HRADMIN@houstonhispanicchamber.com) with "Director, Corporate Sales" and your name (Last, First) in subject line.