

Quest is a premiere business advisory firm that empowers privately held and family business owners to make great decisions as they manage business transitions to successful outcomes. Our team's experience includes mergers of public companies in the billions to navigating sales of lower middle market businesses with annual revenues of \$10M – \$100M. We specialize in business succession planning and structuring practical tax solutions for estate and income purposes, and we realize value as we facilitate transactions to close. We are located in Davidson, NC, just north of Charlotte, and our clients are typically a 3-4 hour plane or car ride from Charlotte, NC. Our niches include manufacturing and distribution, specialty construction, professional service, and others.

We work as a TEAM in partnership with all of our stakeholders. We support the needs of underprivileged children and the Make An Impact Foundation by providing 10% of all revenues to LOVE. We treat our customers' situations as if they were our own and we handle with CARE. We are CATALYSTS to facilitate learning, growth, and change to ease implementation. We CELEBRATE the completion of milestones and accomplishment with the humility of CHAMPIONS.

DIRECTOR OF SALES

Quest is seeking a DIRECTOR OF SALES who can help us expand our client portfolio. Ideal candidates for this position will either possess a robust book of leads from prior business services/consulting relationships or be an industry agnostic sales ninja with the proven ability to build that book in short order.

Quest's business continues to grow as a result of referrals, direct marketing, and our reputation in the industry. Preferred candidates will possess experience and comfort in promoting long revenue cycle B2B services, consulting, and/or Mergers & Acquisitions opportunities. We are searching for hunters who enjoy developing great relationships with buyers and sellers while managing the process of selling a business or assisting them through similar transitions.

Skills & Responsibilities

Key skills for success include self-motivation, persistence, hates to lose, and the ability to understand and communicate both orally and in writing. The Quest DIRECTOR OF SALES will be able to identify potential clients and market our services by:

- a. Identifying and developing strategic relationships with business owners and/or potential acquisitions;
- b. Conducting substantial research on clients to bolster outreach and pitch effectiveness
- c. Offering innovative approaches to addressing client needs;
- d. Conducting initial business conversations with C-suite executives/decision makers;
- e. Executing outbound calls and setting appointments/calls;
- f. Assisting in creating a strong pipeline of new customers, and in nurturing prospects;
- g. Forecasting and providing detailed metrics on prospect activities and territories;
- h. Collecting, entering, and maintaining accurate data in CRM system;
- i. Attending, supporting and promoting company networking and sales events;
- j. Effectively collaborating with and engaging other functional leaders in ensuring accurate proposals and superb client service;
- k. Continually nurturing each Quest-client relationship.

Candidates must be comfortable working in a results-oriented environment with a large percentage of compensation derived from commissions and profit sharing.

Qualifications

- Bachelor's Degree or equivalent required; MBA preferred
- Minimum of 10 years progressive sales development and/or mergers and acquisitions experience, with oversight of such functions.
- Highest levels of business and personal ethics and integrity
- Must have experience managing a sales funnel – from marketing to lead to close
- Experience as a highly-motivated leader who is comfortable in dealing with ambiguity and working with cross-functional teams
- Proven experience in developing relationships, building presence, and earning/commanding respect with C-level executives
- Strong analytical and problem-solving skills, ability to think strategically and creatively, business savvy, exercises sound judgment
- Ability to manage multiple projects simultaneously
- Team oriented, collaborative, diplomatic, and flexible
- Exceptional communication skills. Qualified candidates listen and articulate issues effectively with excellent presentation skills.



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- Effective people leading and team building skills