

## JOB DESCRIPTION

<b>Job title</b>	VP of Sales USA
<b>Reporting to</b>	Group CGO
<b>Location</b>	Remote - USA
<b>Employment basis:</b>	Full-time
<b>About the Group</b>	<ul style="list-style-type: none"> <li>Arum Group is trusted by the world's largest brands - shaping the future of collections and recoveries through smarter strategies, data, technology, and managed services.</li> <li>Our unique vantage point at the centre of the industry, combined with a team of practitioner experts means we are unlike any other consultancy — we don't just report, we deliver.</li> <li>We also run the world's only independent technology accreditation programme for credit, collections, and recoveries technology.</li> </ul>
<b>The Opportunity</b>	<ul style="list-style-type: none"> <li>Arum is expanding in North America and is hiring a VP of Sales (USA) to drive that growth.</li> <li>This is a senior, hands-on role for a builder, someone who can create momentum, open enterprise doors, and close complex six- and seven-figure engagements. You will be instrumental in the US go-to-market, drive new-logo growth, and establish Arum as a trusted executive partner across the market.</li> <li>You will have real autonomy, board-level visibility, and responsibility for outcomes.</li> </ul>
<b>What You'll do</b>	<ul style="list-style-type: none"> <li>Support the creation and execution of Arum's US sales strategy.</li> <li>Build and convert a <b>&gt;3x self-generated pipeline</b>.</li> <li>Open net-new enterprise relationships and close complex, value-based deals.</li> <li>Lead C-suite conversations focused on transformation, ROI, and measurable outcomes.</li> <li>Own deals end-to-end: qualification, solution shaping, pricing, negotiation, and close.</li> </ul>

	<ul style="list-style-type: none"> <li>• Maintain disciplined forecasting, pipeline management, and CRM hygiene.</li> <li>• Partner closely with Delivery, Product, and Marketing to scale revenue responsibly.</li> <li>• Act as a senior commercial ambassador for Arum in the US market.</li> </ul>
<b>Who You Are</b>	<ul style="list-style-type: none"> <li>• Proven enterprise B2B seller with a track record of building pipeline and closing complex deals.</li> <li>• Experienced in consultative, outcome-led selling.</li> <li>• Comfortable operating with autonomy in high-growth environments.</li> <li>• Commercially sharp, disciplined, and accountable.</li> <li>• Executive presence with the confidence to engage C-suite and board-level stakeholders.</li> </ul>
<b>Compensation &amp; Benefits</b>	<ul style="list-style-type: none"> <li>• Competitive six-figure base salary.</li> <li>• Uncapped commission.</li> <li>• Generous holiday allowance, plus purchase options.</li> <li>• 5% matched pension.</li> <li>• Additional benefits.</li> </ul>
<b>What Success look like</b>	<ul style="list-style-type: none"> <li>• Consistent quota overachievement.</li> <li>• Predictable, high-quality pipeline.</li> <li>• Multiple new enterprise logos won annually.</li> <li>• Growing deal sizes, improving win rates, shorter sales cycles.</li> <li>• Strong executive relationships and market credibility.</li> <li>• Trusted internally as a senior commercial leader.</li> </ul>