

JOB DESCRIPTION

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| Job title | VP of Sales USA |
| Reporting to | Group CGO |
| Location | Remote - USA |
| Employment basis: | Full-time |
| About the Group | <ul style="list-style-type: none"> • 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. • 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. • We also run the world's only independent technology accreditation programme for credit, collections, and recoveries technology. |
| The Opportunity | <ul style="list-style-type: none"> • Arum is expanding in North America and is hiring a VP of Sales (USA) to drive that growth. • 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. • You will have real autonomy, board-level visibility, and responsibility for outcomes. |
| What You'll do | <ul style="list-style-type: none"> • Support the creation and execution of Arum's US sales strategy. • Build and convert a >3× self-generated pipeline. • Open net-new enterprise relationships and close complex, value-based deals. • Lead C-suite conversations focused on transformation, ROI, and measurable outcomes. • Own deals end-to-end: qualification, solution shaping, pricing, negotiation, and close. |

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