

LOCAL KNOWLEDGE. INTERNATIONAL OUTLOOK.

Senior Sales Manager

Consulting services · International business development · Remote



Relationships. Trust. Growth.

Win clients. Build partnerships.
Turn opportunity into results.

INTERA Global Advisory is an international advisory boutique specializing in the human, cultural and organizational challenges of doing business in Venezuela. We advise companies, leaders and teams worldwide, with particular attention to clients from the United States and Europe.

YOUR MANDATE

- Win new consulting clients and develop lasting business relationships.
- Own the full sales cycle, from prospecting and needs assessment to proposals, negotiation and closing.
- Build referral partnerships in Venezuela with tax advisory firms, law firms and other consultancies that can act as multipliers.
- Engage C-level executives as a trusted counterpart and develop tailored proposals with our consulting team.
- Manage your pipeline and pursue clear revenue targets, with the prospect of building and leading a sales team as the business grows.

WORKING MODEL & COMPENSATION

Remote work combined with business travel, including international travel where required. Attractive base salary plus performance-based bonuses.

YOUR BACKGROUND

- Proven experience and a successful track record in selling consulting or advisory services.
- Excellent spoken and written English, including confidence in complex commercial negotiations.
- A poised, professional presence and the ability to build trust and negotiate at C-level.
- Strong self-motivation, commercial drive and a clear focus on closing and measurable results.
- An established network of relevant business contacts is an advantage.
- A structured, independent approach to remote work and willingness to travel, including internationally.
- No university degree required. Experience, judgment and results matter.

Take ownership of international business development, grow a strong partner network and help shape INTERA's sales function, with the prospect of building your own team.

How To Apply

Send your CV in English or Spanish and a brief introduction outlining your consulting sales experience and results:

EMAIL

contact@intera-advisory.com

WEB

intera-advisory.com