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# Example of Associate Director / Sales Job Description

Our innovative and growing company is hiring for an associate director / sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for associate director / sales

* Gather requirements and recommend solutions leveraging Salesforce.com (strong bias toward native Salesforce functionality)
* Achieve Sales, Revenue and P&L targets as per AOP
* Develop Account Strategy and Sales Plan to grow existing business and develop new business
* Build key stakeholder relationships, multi-function and multi-level connects with decision makers / influencers and develop executive sponsors (champions) within the accounts
* The primary focus will be to focus on named accounts of TCTS in alignment into territory
* Develop ecosystem of local Alliances / SI Partners in the region
* Manage Sales Pipeline and MIS reports
* Track ICT environment in the region, regulatory changes, market dynamics, industry trends, competitive activities and market intelligence
* Responsible for executing the UKI sales strategy purely into Consultants
* Generate and pursue new business leads for Russell's funds and Implementation services and solutions to consultancy’s, with a focus on identifying both AUM and Implementation Service opportunities

## Qualifications for associate director / sales

* Understands strategic implications of such change, and responds appropriately
* Preferred experience in sales account management or yield management
* Degree / Diploma holder in relevant field
* Minimum 5 years’ direct experience managing S&OP process
* Minimum 10-12 years direct experience in a Supply Chain Planning role
* Demand Planning, Supply Planning, Capacity Planning, Master Production Scheduling, Rough Cut Capacity Planning, Material Resource Planning, and Inventory Management experience