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# Example of Consulting Sales Job Description

Our company is looking for a consulting sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for consulting sales

* Quantifying the addressable market, target accounts and buyers and influences and leading the effort directly or indirectly with the field organization to win business
* Act as a domain expert and executive relationship builder in the target accounts for the specific offerings
* Proposal development in coordination with a virtual sales team that incorporates resources from Proposal Quality Assurance, Professional Services, Client Partners and Sales Productivity areas
* Identifying potential delivery risk, and helping colleagues in Professional Services to structure Statements of Work so that risk is mitigated or priced for to ensure project profitability
* Building a sound set of prospects and managing their part of the pipeline
* Moving those prospects through the complex sales cycle to closure
* Enhancing the sales process within GBC
* Collegial collaboration with vendor resources on client engagements
* Reports to UKIE IaaS and Data Services Leader
* Implement go to market plan across the UK and Ireland region

## Qualifications for consulting sales

* RD will be required to have excellent presentation skills
* MSP/CSP experience is preferred
* Bachelor degree in business or finance required
* 10 years of a proven track record in deal advisory and negotiations (Investment Banking, Venture Capital, Private Equity and/or Corporate Development)
* Demonstrated history of success in sales of technical IT professional services including but not limited to managed services, project-based consulting and staff augmentation
* Relationships within the Financial Services industry, industry investors, investment bankers and the financial community are strongly preferred