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# Example of Corporate Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of corporate sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for corporate sales

* High volume scheduling of interviews between candidates, hiring managers, and sales executives
* Prepares weekly pipeline report and monthly recruiting metrics including interviews-to-hire, submittals-to-offer, cost-per-hire, and offer acceptance metrics
* Participate in the customer and channel strategy development process and ensure the commercial plan is executed in line with the strategy
* Coordinate the Sales forecast (Volume, value, investment to the trade) to ensure alignment with monthly business planning and Yearly Target
* Continuous analysis improvement of investment to the trade
* Perform monthly variance analysis and GAP analysis to annual budget, including graphs, charts and root cause analysis
* Meet critical business and corporate deadlines such as the monthly closing, reconciliation and reporting
* Financial evaluation / business simulations / supporting calculations of main KPIs
* Co-ordination, control and follow-up of price changes
* Coordination Customer Contribution to ensure alignment with monthly/annual business planning + financial guidance in customer negotiation

## Qualifications for corporate sales

* Develop recruiting strategies and perform full-cycle recruiting for the Inside Sales position
* Conduct a high volume of onsite interviews each day in order to assess and hire qualified candidates
* Keep detailed records of interview feedback, candidate interactions
* Prepare and extend offers
* Experience supporting multiple business units in non-exempt and exempt-level recruiting
* At least 1-2 years experience in Sales Department or in related field