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# Example of Data Sales Job Description

Our innovative and growing company is looking to fill the role of data sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for data sales

* Audit retroactive data adjustments made by Distributor Sales team
* Perform periodic acquisition costing reviews of price changes and inventory revaluation impacts
* Onboard new distributors with implementation of account set-up, initial purchasing support, validating tracing data, and collaboration with internal departments
* Audits stock requests dependent upon channel shifts, divisional needs, and distributor requests
* Ad Hoc data reporting
* Researches, collects and analyses intelligence data in order to generate business leads for the sales & catering team
* Supports the Sales Managers and provides them with a list of highly qualified sales leads or contacts with group rooms or catering business potential fitting the hotels capacities
* Uses all tools available to capture data on potential group and catering customers, package the data in a exploitable format and initiates the first qualification calls
* Scours the web for relevant information about potential business development initiatives
* Working with Hitachi Vantara sales, presales and SPG teams to drive alignment and knowledge of each Data Intelligence solutions and technologies to facilitate broad sales growth in assigned region

## Qualifications for data sales

* Previous experience with Microsoft ERP systems preferred
* Previous experience with ZAP BI tool preferred
* Extensive sales experience with business applications and/or IT solutions
* Ability to partner with various business teams (Sales, marketing, Applications Engineering, Operations ) to provide analytics and BI
* Knowledge of Big Data technology (Hadoop, MapReduce, Spark...)
* Reporting tool development for configuration/building of dashboards and analytics