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# Example of Data Sales Job Description

Our growing company is searching for experienced candidates for the position of data sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for data sales

* Work closely with the Sales Leader to drive the overall direction and execute product marketing & sales strategies for Master Data Solution in the HK market
* Be the subject matter expert, understand, utilize and communicate methodologies, business requirements, market trends and industry standards internally and externally
* Achieve sales target through upselling Master Data Solution to existing customers and acquiring new customers
* Identify and qualify sales opportunities through direct prospecting, lead follow up, networking and partners relationships
* Manage the end-to-end sales process
* Work closely with customers to define business needs, gather requirements and make solution recommendations
* Partner with internal Product, IT & Operations team to ensure the deliverables meet customer requirements
* Collect and process sales reports that will be used to steer the business into the right direction
* Receive, process and follow-up claims from our Customers, ensuring accuracy and fair payment
* Maintain an accurate picture of financial liabilities facing Customers

## Qualifications for data sales

* Previous experience with Microsoft CRM preferred
* Experience in Pharmaceutical and Life sciences implementations and awareness of commonly used data sources for Customer Master and Sales information
* Experience working with AutoSys job scheduler (CA Workload Automation)
* Knowledge and experience of ETL tools and processes
* Ability to work in a team through the implementation and adoption of data management framework
* Pursuing a Bachelor’s Degree, majoring in Statistics, Math or Computer Science