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# Example of Deal Desk Job Description

Our growing company is looking for a deal desk. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for deal desk

* Manage a team of deal desk strategists, including recruiting, associate development, and growth
* Provide strategic direction in order to establish and continuously improve the Deal Desk team
* Assemble, understand, and use market pricing, analytics, and financial strategies for large, complex deals
* Identify best practices for capturing market data, building pricing guidelines, and partner margins
* Enable the Sales team to sell better deals more quickly and with a higher success rate
* Collaborate with Sales leadership to use deal desk as a key component in the sales cycle from pricing and deal structure decision to interaction with customers
* Work with Finance, Legal, and Product teams to always design fully compliant deals
* Work collaboratively with corporate stakeholders on revenue deal structuring, pricing, and contract language negotiations
* Read, interpret, redline, and draft contractual language to ensure transactions comply with revenue recognition and business operational policies
* Collaborate to identify acceptable customer and company options to facilitate deal closure

## Qualifications for deal desk

* It is ideal to have a demonstrated track record of successfully managing and leading people directly, however, experience leading matrixed teams or project teams successfully is sufficient
* Experience detecting revenue recognition issues
* Exceptional win-win negotiation skills
* 8+ years of experience in a deal desk, finance, revenue, contracts, and/or sales operations
* Fluency in Dutch preferred
* Proven experience reviewing, drafting, and negotiating commercial terms for SaaS agreements, service agreements, software license agreements, statements of work, restatements, amendments