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# Example of Director, Sales Strategy Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of director, sales strategy. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for director, sales strategy

* Define the go to market strategy and channel
* Development , approvals, inventory and maintenance of sales collateral
* Sales presentations & tools
* SF.com administration
* Sales team administration functions
* Lead the sales strategy development for new and existing clients across the entire CareCentrix product portfolio
* Manage the internal sales process end-to-end ensuring timely execution of high quality deliverables
* Review and analyze data to identify strategic opportunities for new products
* Support the strategic pricing and deal team for new opportunities
* Accountable for the development of all client facing deliverables, in conjunction with account management

## Qualifications for director, sales strategy

* Very good functional skills
* 10+ years managing a large, global team
* Understanding of software industry sales models
* Self-motivated, with proven track record of execution as a team member and team leader
* Prior experience in serving SMBs in software or services
* MBA and other advanced degree preferred