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# Example of Director Sales Job Description

Our growing company is looking for a director sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for director sales

* Accurate monthly forecasting of pipeline and revenues
* Managing the team to achieve/exceed set revenue goal
* Demonstrate technical, professional selling skills and product knowledge in all relevant areas
* Being responsible for sourcing and developing initial client relationships and referrals
* Manage bid resources in order to ensure a cost effective, high quality and timely delivery of response to the customer
* Enhancing existing account relationships and ensuring a high rate of retention of installed user base
* Oversee implementation of plan for training and incentivizing travel agents
* Manage travel agent marketing and P&L budget
* Manage the Virtuoso/consortium relationship and other travel agent relationships, including contract negotiations and requirements
* Drives reps to consistently achieve above-quota performance

## Qualifications for director sales

* Track record of managing and building successful, high performing sales teams
* Experience selling into corporates directly online to individuals
* Solid understanding of engineering, technology, financial, sales, and marketing processes and objectives, with relevance to product and services sales and support
* Experience in leading complex opportunity and deal management conversations with multi-cultural and multi-lingual participants
* Demonstrated experience in identifying and defining steps to correct activities not in alignment with global legal and ethical standards
* A demonstrated ability to manage subordinate level employees