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# Example of Enterprise Sales Job Description

Our company is growing rapidly and is looking for an enterprise sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for enterprise sales

* Direct a team of professionals to meet or exceed quarterly and annual license, maintenance and implementation services sales objectives
* Assist in sales efforts, legal contracting, and in resolving customer issues
* Train, develop and motivate direct reports in sales skills, product knowledge, teamwork, time and territory management, competitive knowledge, and career goals pursuits
* Provide ongoing feedback/coaching, implement correction actions when necessary and host regularly scheduled performance reviews
* Participate in various headquarter/regional planning and training activities
* Keeping our client info and deal info up to date via Salesforce and other CRM related programs
* Help on tours with prospective members
* Execute the Enterprise Content strategy by actively promoting and selling the solutions network designated products
* Manage sales opportunities across all sales stages and register the relevant information
* Build and maintain strong relationships within client/prospect organizations with a focus on decision makers at the business, data and information technology areas and at different hierarchical levels

## Qualifications for enterprise sales

* Well-developed sense for our business
* This role is focused on outbound prospecting to target accounts to secure executive sponsor meetings for the field sales team
* Metrics for Success – Must be able to make 40-50 calls per/day, with strategic preparation, and deliver consistently against quota, despite imperfect systems and processes
* Contribute to Process Improvement – Proactively provide constructive feedback on every aspect of the business, including sales tools, prospect intelligence, and results from marketing campaigns
* High-caliber, executive communication skills are a must
* Experience in managing teams that sell complex technical business solutions in the enterprise space and have a strong understanding of business drivers for Line of Business solutions within enterprise organizations