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# Example of Enterprise Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of enterprise sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for enterprise sales

* Individual coaching, mentoring and skill development for end user sales reps
* Define and measure KPI’s for the team
* Drives regular business reviews with Reps and their accounts
* Works with Reps to obtain sales leads and opportunities
* Drive the corporate strategy to the Rep level
* Drive all reps to establish and maintain Account plans
* Track pipeline and forecast metrics for the Regional and Strategic Teams
* Drive and/or Assist with large sales opportunities
* Performs other related duties as may be defined by the VP of Sales
* Establishes and reports on metrics to measure team performance

## Qualifications for enterprise sales

* Pipeline Management & Forecasting - Evaluates the pipeline at a team individual level, and makes adjustments in the overall business plan to address systemic problems
* Business-related BS degree/MBA preferred but not required
* Demonstrated success in coaching, training, and motivating teams, successfully selecting talent and integrating talent into an effective team
* Proven record of developing and managing a team to achieve and exceed their sales quota goals and manage pipeline
* This role requires strong written and verbal communication skills strong listening skills, ensuring success as the main point of contact for your portfolio of clients
* 3+ years in a business development or sales role