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# Example of Public Sector Sales Job Description

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

## Responsibilities for public sector sales

* Works closely with virtual sales team, and executives to facilitate timely response to highly qualified, high revenue potential leads
* Orchestrate the development of strategic sales plans that reflect HP's business strategy to advance market share/penetration, drive sales activities and achieve profitable growth
* C-level partnering, establish professional relationships and credibility with key IT and business executives
* Developing a solid understanding of each event content in order to provide a knowledgeable and responsive sales pitch to clients
* Actively contacting new leads in current markets for delegate sales
* Undertaking a high volume of calls to a targeted audience in order to promote the event and secure the right level/type of delegate
* Selling to senior decision makers on the phone
* Up-selling appropriate products and services
* Working and co-operating with others, including taking part in project team briefings and providing assistance and expertise to ensure each event is a success
* Develop and execute the sales strategy for the Public Sector Sweden segment and implement tactical plans

## Qualifications for public sector sales

* Excellent written and verbal communication skills and must be fluent in English
* Creative and motived
* Relationships and contacts with federal, state and municipal government agencies
* Extensive work experience within a Sales environment
* Experience of the Public Sector industry
* Degree qualification or similar