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# Example of Public Sector Sales Job Description

Our growing company is looking for a public sector sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for public sector sales

* Deliver accurate business metrics and operational excellence
* Achieves assigned quota for HP products and services
* Grow HP business overall and HP's share of business by developing deep strategic relationships with partners, end user sellers, business unit leaders and HP partner and sales leadership
* Client relationship management – Manage relationships with key client personnel and CXOs within the client organisations
* Account Management – Responsible for managing existing clients - identifying, pursuing, and closing opportunities within the clients service catalogue and SOW based project work
* Sell concepts to the client and influence the client to award business based on capability and track record in similar situations
* Drive end-to-end pursuit cycle for significantly expanding the base business and annual revenues
* Work closely with the Solution Architect and Delivery teams to build customised solution pitches for the account
* Working with the Vice President for Public Sector to define and execute on the technical go-to-market plan for the region
* Working as part of the America's Technology Sales Leadership team, to define and execute the technology engagement lifecycle for the Geography

## Qualifications for public sector sales

* Previous experience within the IT industry within a Sales Management role, with knowledge of current market trends
* Previous experience calling on Higher Education and/or Healthcare is preferred
* A minimum of 5 years successful quota carrying sales experience managing large strategic accounts while building and developing sales relationships with decision makers
* Comfort managing VP and CXO level relationships with ability to work down in the organization as needed
* Self-starter with entrepreneurial spirit willing to look at ways to deliver value to the customer for both IT and the Lines of Business
* Motivation - self-motivation, creativity and a determination to reach goals and objectives with limited management intervention is critical to success