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# Example of Renewal Sales Job Description

Our growing company is looking for a renewal 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 renewal sales

* Provide and maintain a detailed forecast in Salesforce.com
* Responsible for managing renewal sales pipeline and forecast revenue numbers for the region
* Work with Product management team regarding any special pricing
* Work independently managing full sales cycle to close- leverage cross-functional resources to achieve results and meet customer needs
* Partner with other members of the renewal team and with field sales to support in the selling process
* Up- and Cross-Sales
* Meeting or exceeding support sales targets quarterly and annually while driving optimal customer satisfaction
* Ensuring that all customers and partners in a designated territory are contacted, quoted and renewed prior to contract expiration
* Deliver accurate sales forecast
* Maintain and develop a relationship with the direct sales force and business development managers to promote the value of global support

## Qualifications for renewal sales

* Bachelor’s degree in Business, Finance, Marketing, or a closely related field or relevant experience
* 3+ years doing inside sales supporting field sales organizations and/or Channel Partners in providing quotes for maintenance support and closing
* Solid understanding of sales process and timing
* Ability to close renewal sales over the phone
* Must be able to work West coast Hours
* Must be customer service oriented and able to develop relationships