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# Example of Research Sales Job Description

Our growing company is searching for experienced candidates for the position of research 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 research sales

* Set and execute an effective Sales Strategy in country and region
* Link sales organization with the portfolio product and marketing organization
* Responsible to pilot new business venues into other non service segment eg Corporate, Funding organizations, Health accounts..."
* Collaborate with the sales research team globally to localize research create new streams of research to be adopted globally
* Learn various research tools, including but not limited to, Nielsen NPower, MRI MEMRI, comScore, Star Trak, and MyEvents
* Work with research team and manager to create/update brand positioning materials that position Turner Sports TV and Digital positively within the Ad Sales marketplace
* Help maintain databases of trended data
* Keep abreast on the sports media landscape and technology usage
* Assist with any other team projects as ad hoc requests come in
* Duties include managing a Research Project Manager and working alongside a Director in the generation of tracks and reports, sales presentations and 1-sheets, programming analyses, promo effectiveness and sales estimates tracking and liability for Kids & Family

## Qualifications for research sales

* Knowledge of syndicated data systems (MRI, Simmons, IAG, Repucom)
* Develop and maintain industry-specific databases pertaining to various securities markets and the influencers of those markets, such as issuers, investment banks, venture capitalists, institutional investors, research analysts
* Must be proficient in Microsoft Outlook, PowerPoint, Word, Excel,(advance level of expertise in spreadsheet creation/design) & Photoshop
* Strong attention to detail and a good head for numbers is key
* You will be a committed team player, enthusiastic and have excellent communication skills, including written, conversational and presentation levels
* You will need to have a creative approach, not be afraid to think outside the box and have a strong interest in advertising