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# Example of Sales Capture Job Description

Our growing company is looking to fill the role of sales capture. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales capture

* Help partners configure and closing deals
* This is a home working based role but you must be based in the Austria (Vienna)
* Responsible for evaluating, developing, and pursuing new business opportunities and market initiatives within Federal Agencies
* Directs research and analysis, and develops capture plans and strategies to win new business
* Works closely with market researchers to identify and evaluate opportunities and staff to convert leads into sales
* Acts in a peer marketing role by establishing customer contacts, understanding their problems, developing solutions, and delivering technical and marketing presentations describing those solutions
* Emphasizes capture and understanding of the voice of the customer and integrates into all subsequent BD activities
* Leads or participates in the development of strategic business direction and business plans
* Maintains technical competence and an understanding of the technical component of the organization by participating in technical meetings, proposal reviews, and in some cases working directly on technical programs
* Understands financial/budgeting and procurement processes for government agencies

## Qualifications for sales capture

* Extensive background providing technical research and analysis
* Minimum of 2 years of experience in the Pega Salesarea
* Minimum seven years previous strategic, outside sales, account management experience in related industry
* Strong understanding of strategic selling principles, order management, project management, and operations
* Skilled in negotiations, closing sales, coaching and developing Associates in high performance culture, and order management
* Effectively able to manage Profit and Loss concepts and forecasting