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# Example of Sales Consultant / Senior Sales Consultant Job Description

Our growing company is searching for experienced candidates for the position of sales consultant / senior sales consultant. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales consultant / senior sales consultant

* Keeping up-to-date on new features or enhancements to our products and services
* Maintain a comprehensive knowledge of technology and market trends within the Information/Cyber Security industry
* Develop ad hoc reports and detailed analysis for internal use Executive reports and meetings
* Support the Sales team in the use of EOM as the Wholesale Sales funnel tool
* Supervise the sales territory management and integrity of the Wholesale customer list and associated billing accounts
* Manage a particular sales territory within your assigned industry vertical(s) to create a customer and prospect base
* Produce and manage detailed territory and strategic account plans within your assigned vertical(s)
* Secure interactions with existing and prospective customers to discover their needs
* Be required to meet or exceed your sales quotas
* Keep records of all interactions with customers up to date on CRM and ensure that pipeline and forecasting information is accurate at all time

## Qualifications for sales consultant / senior sales consultant

* A Bachelor’s degree in Business or related field required
* Masters/Degree from an accredited college or university or equivalent
* Good technical presales, professional services engagements or similar experience in IT Security
* Proven ability to present to small and large audiences in addressing both technical and business related topics
* Must have an excellent understanding of IT Security issues faced by large Enterprise Organizations the security market place
* Ability to coach and mentor more junior members of the team