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# Example of Sales Consultant / Senior Sales Consultant Job Description

Our growing company is looking to fill the role of sales consultant / senior sales consultant. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales consultant / senior sales consultant

* Ensures proper controls and compliance in accordance with corporate policy and procedures
* Understanding the retailers and their contractual terms
* Negotiating sales through the enterprise selling process and achieving winning outcomes for you and our client
* Managing the sales process through Salesforce on a day to day basis and proactively responding to opportunities
* Actively contributing to elements of the business planning process
* Develop and maintain sales channels
* Process and qualify all student leads through telemarketing
* Facilitate admissions consultations to explain our services to potential students and parents
* Manage the booking process for each student
* Participate in the development and promotion of relationship-building activities including recruiting fairs, exhibitions and campus events

## Qualifications for sales consultant / senior sales consultant

* Provide support and training to the District Leadership teams to ensure the sustainment and effective use of contact and sales planning tools
* Support the development of focused contact and sales plans and activities to achieve the business goals for the Market and to deepen client relationships by creating understanding of the plans and activities, and acting as a consultant resource to leaders
* Build and maintain relationships with the District and Cluster leadership team
* Participate in the District and Cluster planning process by providing expert sales and service knowledge
* Assist in the delivery of timely key messages, as they relate to Market business opportunities
* Champion the effective Cluster and District implementation of customer loyalty initiatives, including customer problem resolution