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# Example of Sales Director Job Description

Our company is searching for experienced candidates for the position of sales director. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales director

* Develop and execute an integrated strategy to significantly grow NGE travel agent sales, which includes identifying top potential travel advisors and building awareness, knowledge, engagement and enthusiasm among key travel advisors
* Oversee the creation and maintenance of National Geographic Expeditions' educational and marketing materials and tool kits for the travel advisor community,including all Virtuoso/consortium marketing, in collaboration with the NGE Marketing team and Sales Assistant
* Monitors performance through consistent joint sales calls with reps
* Recruits and hire the sales reps with the desired knowledge, skills and abilities
* Currently working as a sales director or looking for your next challenge
* Able to motivate and lead a sales team to achieve commercial success
* Develop a sales strategy across multiple revenue streams to ensure all revenue targets are hit
* Maximising existing opportunities, you will work closely with marketing, content and sales stakeholders to develop the product and test new ways of meeting customers’ needs
* Lead team members and leaders in a highly dynamic, cross-matrixed organization
* Build and develop the leadership team, collaborate and align with other strategic planning entities within and outside our organization

## Qualifications for sales director

* High energy, positive, enthusiastic, and a relentless desire to crush it
* Must be able to be based in Los Angeles
* Fluent in English and in Chinese
* Willingness to reside in general Shanghai area
* Extensive travelling - able to work in a global team of professionals
* Proven distance leadership and ability to drive and motivate employees