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# Example of Sales Team Lead Job Description

Our company is looking for a sales team lead. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales team lead

* Drive, motivate and mentor your sales team
* Analyze sales performance, pipeline, and other key metrics through Salesforce.com to enable business decisions and identify trends
* Deliver sales yourself through the channel and some direct business
* Establish relationships with current partners and key clients
* Liaise with the marketing department on sales campaigns and partner/customer acquisition strategies
* Minimize churn through necessary retention activities
* Work closely with the support and finance teams on the service and pre-sales processes
* Weekly reporting on individual and team sales, pipelines and other metrics
* Act as a resource for sales tax specialists
* Contact customers if exemption certificates are missing or incomplete

## Qualifications for sales team lead

* Occasional travel to the UK where UK sales executives are based will be required
* 2+ years experience with exemption certificates preferred
* At least 2-5 years of experience in a sales (closing or sales development)
* Support the team by making sure they have all training material at hand
* Excellent communication skills in English and preferable Scandinavian or Southern EU language skills
* Solid organizational skills and control