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# Example of Sales VP Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of sales VP. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales VP

* Leverage lead referral partners to augment revenues
* Collaborate with the professional services team to prepare customer proposals for services-related projects/retainers
* Communicate product feedback from prospective and current customers to the product/engineering team
* Develop and implement long range strategic sales plans and forecast to achieve corporate objectives for products and services
* Develop annual sales plan in support of organizational strategy and objectives
* Direct annual sales forecasting activities and set performance goals accordingly
* Develop and recommend product positioning, packaging, and pricing strategy to produce the highest possible long-term market share
* Defines largest proposals ensuring solutions best satisfy customer needs
* Support growth in sales, market share and profitability of the Prime Brokerage business, with a focus primarily on Hedge Fund and Institutional Managers
* Maintain and enhance the reputation of PB in the market place through external relationships

## Qualifications for sales VP

* Self-starter with strong leadership and ownership toward common goal
* Hard working spirit and good verbal and written communication skills
* Attractive personality to build solid relationship with clients
* 2-3 years experience as a sales manager or above
* Superior analytical skills with demonstrated understanding of finance
* Strong communication, organization, time-management skills, and attention to detail