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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. 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 VP

* Actively monitor and manage key performance metrics that govern team by team performance
* Work closely with managers to define and lead innovative and creative ways to improve and increase sales rep performance
* Implement sales best practices to support consistent, formulaic sales process
* Develop and lead sales strategies to further penetrate and grow existing customer base
* Develop and execute a resources alignment/deployment and a hiring plan to meet expected growth targets
* Develop Region Sales
* Build and manage the Annual AMS Regional operating plan
* Takes accountability in reaching individual budgets on an annual basis
* The leadership of a team of sales professionals assigned to specific markets or channels within the Region
* The achievement of annual revenue goals through new business sales

## Qualifications for sales VP

* A proven track record of over-quota achievement as a sales rep manager
* Bachelors Degree in Marketing, Business or Life Sciences, MBA in Marketing or equivalent is preferred
* 15 years of experience in the pharmaceutical, biotechnology or related contract services related field
* 10 years of direct sales experience carrying products or services in the biotechnology, pharmaceutical or contract services space
* Ability to lead and manage 10+ direct reports, establishing clear expectations, providing coaching and feedback and assessing and evaluating performance
* Client/manufacturer and pipeline management