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# Example of Senior Director, Sales Job Description

Our growing company is looking for a senior director, sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for senior director, sales

* Own the development and implementation of
* Effectively leverages the Omnicare Value Proposition
* Regularly prepares forecasting and a variety of regional sales performance reports
* Regularly assesses risks and opportunities and develops actions plans to address
* Creates and conducts proposal presentations and Request for Proposal (RFP) responses
* Participates in Trade Shows, Conventions, and other industry programs
* Must display the skills to find and cultivate sales leads and acquire the necessary information to deliver a first class proposal
* Retain and expand existing client relationships, target and obtain new customers including non-endemic clients
* Identify market potential, set sales strategies to capture the potential
* Deliver topline revenue sales goal and key underlying sales mix (new revenue, product mix, high-growth focus areas, ..) by engaging, motivating and leading sales teams

## Qualifications for senior director, sales

* Very strong written and oral communication skills Microsoft Word, PowerPoint and Excel
* Minimum 5-7 years’ training experience in a diagnostic/medical environment
* Demonstrated experience developing and implementing sales training curriculum for sales associates and sales managers
* At least 5 years people management experience required may include project or team leadership influence without authority roles
* 7+ years of success leading an enterprise SaaS sales team
* Dynamic strategic thinker and problem-solver