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# Example of Service Sales Job Description

Our company is growing rapidly and is looking for a service sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for service sales

* Updating of working lish with potential sales opportunities and follow-up actions
* Plan and develop a strategy for selling service, parts, upgrades and modernizations for assigned fleet
* Develop winning proposals which meet company and customer requirements
* Work directly with customer to identify outage and/or maintenance plans
* Frequent overnight travel (at least 50%) by land, train or air
* Supporting the Turbine Sales team to secure new turbine sales with the associated service contract
* Identify opportunities with customers and drive to closure
* Capture renewal service contracts with post warranty existing customers
* Manage all aspects of the service sales process to contract closure including
* Pull together and define the offering and strategy with the internal stakeholders

## Qualifications for service sales

* 7+ years Senior Sales Management Experience
* Track Record Managing Significant Revenue and Overachieving Targets
* Ability to Ensure Broad, Consistent Customer Communication and Consensus
* Proven Conflict and Crisis Management Skills to Achieve Positive Outcomes
* Extensive Experience with Complex Deal Negotiations, Deal Analysis and Business Constructs
* CxO Level Presence and Relationship Development with Customer, Industry and Internal Executives