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# Example of Staff Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of staff sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for staff sales

* Identify opportunities for product improvement to meet the needs of clients and advocate for appropriate change
* Maintain positive senior level relationships with clients and other key leaders
* Client management and retention – client satisfaction results for clinical services, superior client retention rate, long-term client relationships
* Lead client margin and collaborate with pharmacy clinical account services for clinical positioning up-selling
* People management – employee satisfaction, growth and retention
* Collaborate with pharmacy clinical staff in evaluating prospective client claims data to identify clinical opportunities to leverage in the sales process
* Attend select best & final presentations to supplement the prospective account team
* Drive pharmacy product and growth
* Greet guests as needed on-site and answer phones in a professional and courteous manner
* Order supplies, collateral, business cards and marketing materials as needed

## Qualifications for staff sales

* Must be self-starter capable of conducting assignments independently, reviewing own progress and providing on-going updates to management
* Methodical, practical, analytical in definition and creation of process
* Working functional knowledge of SAP, SFDC, BI (Congnos a plus), and Excel
* Industrial Software knowledge is required
* State and local tax audit and compliance
* Property tax documentation