



Example of Applications Sales Job Description

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Our growing company is looking for an applications 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 applications sales

- Achieve targeted win rate for qualified pipeline in your offering family
 - Leverage strong partner ecosystem to optimize deal structure and maximize client value
 - Contribute to enduring executive relationships, including the C- level, for mid-to-large accounts by developing a core understanding of the unique business needs of the client within their industry
 - Maintains expertise on IT at all levels broad market and competitor knowledge to ensure credibility with Customer Executives
 - Generating proposals either as part of a license led opportunity or for consulting services
 - Project manage the franchise development sales process for an assigned region and/or brands for the Franchise Development team
 - Manage and track franchise development activity in Salesforce, FMS & CBM
 - Working with RVP/VP, prioritize work in accordance with daily department deadlines (monthly execution deadlines for finance/legal department, application expediting through approval process, manage impact deadlines)
 - Manage and receive DFS/Franchisees requests for contract revisions after initial franchise agreements are issued
 - Review and organize the supplemental due diligence information received with the application/signed contract to process correct information into the CBM and FMS databases for the entire company
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- Ability to work with TCO models and sell to CFO and CTO levels
- Minimum significant years' technical experience or at least some years' commercial applications/modality experience with demonstrated successes in high level customer interactions and sales scenarios
- Demonstrated clinical/ technical experience on Nuc and PET equipments and skills in specific Proficiency in computerin Microsoft Office Suite products
- Knowledge of Cloud solutions preferred
- 3rd level education essential
- Experience and ability to coach team to excellence to over achieve quota