



# Example of Client Sales Job Description

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Our company is hiring for a client 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 client sales

- Identifies partners and opportunities acting to build formal and informal networks within the organization, and externally, to enhance one's own area and the organization as a whole
- Selling into assigned and prospect accounts, planning and executing client engagements
- Communicating directly and regularly with the client about candidates in career transition
- Managing reports and analytics regularly provided to the client for Workforce Transition and Outplacement
- Coordinating any special activities requested by the client, , workshops tailored to their workforce
- Actively work account base to grow business and follow up on all leads
- Qualify leads and identify appropriate decision makers
- Make initial lead contacts, present our value added services and arrangement for meeting with key consultants
- Perform remote product demonstrations
- Follow up consultant meetings and demonstration, moving lead through the sales pipeline

## Qualifications for client sales

- IT Experience or background
- Sustained track record of sales success with quantifiable results over

- Proven strategic, innovative selling skills required with emphasis on selling professional and/or consulting services
- Establishes contact network in market and beyond with C-level access required
- Communicates effectively in small and large group settings in all forms and at all levels in a professional manner
- Has a "Hunter" mentality