



Example of Director Sales Job Description

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Our innovative and growing company is looking for a director 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 director sales

- Conducting regular business reviews with customers in order to monitor relationship
- As needed, work with the Senior Managing Director and company to respond to requests to participate in product planning, marketing, pricing and sales strategy decision making for the subject development or other properties
- Effective use of resources effectively, including Pre-sales, Bid, Professional Services and service and solution design resources to win new business
- Manages client lists
- Responsible for forging industry partnerships with CVB's, attractions, airlines, hotels
- Develop team members – guide and coordinate personal development plans, particularly training, provide career planning, conduct annual performance reviews, coach, motivate, and counsel team members day to day for their professional growth
- Apply a solution-selling approach
- Sell Professional Services via the most strategic accounts and leverage the PS Organization in order to strengthen the relationship within the end customers to increase the deal size
- Represents the company, customer needs and market trends as the senior executive within the country
- Connect and build meaningful relationships with others

Qualifications for director sales

- You'll be confident selling brand-orientated campaigns (ideally in the Video space) with the ability to make benefits tangible to clients
- Passionate about new media, entertainment, social media, communities and technology
- Ability to work well in a team environment including sales, publishing, ad ops
- Ability to creatively solve problems and to strategise for future trending, ability to resolve queries efficiently, reliable and ability to multi-task
- A natural rapport builder who is not afraid of socializing with clients