



Example of Enterprise Sales Representative Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of enterprise sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for enterprise sales representative

- Identify decision makers within targeted companies to begin sales process
- Establish and maintain relationships with channel partners, supporting their sales activities
- Capture data in the CRM database, managing records through the Sales process
- As part of our Enterprise Sales team in London you will be selling DocuSign cloud solutions to our top Enterprise existing accounts and prospects
- You will need to successfully navigate within our Enterprise customers and prospects and their subsidiaries to identify and close new sales opportunities
- You will be personally closing and measured on individual sales into those customers and prospects jointly owned by the Enterprise Account Executive
- Additionally, in some cases you may own a standalone sales cycle into a subsidiary of a new Enterprise prospect where a lead has been generated by our Enterprise Business Representatives who form our highly successful demand generation engine
- Effectively leverage internal resources (Senior Executives, Presales, Professional Services, Legal) in Sales Campaigns and opportunities
- Work effectively with your peers at DocuSign's key partners to deliver joint value propositions – these are large strategic partnerships smaller local referral partners
- The role will predominantly be office based but may require some travel to customer and prospect sites as part of the sales cycle

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- You have an affinity for Value based selling and you know what POV + BVA means
 - BA/BS in business or a related field preferred
 - Minimum of 3 years Enterprise Sales experience selling software, solutions, and consulting services, preferably in the Human Resources Software market
 - Excellent problem solving skills-ability to leverage common sense, logic and instinct
 - Exceptional oral, written, and interpersonal communication and presentation skills
 - Proven ability to develop and maintain effective internal and external business relationships with various levels throughout an organization