



# Example of Enterprise Sales Job Description

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Our company is looking for an enterprise 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 enterprise sales

- Coach and mentor team on the selling strategy and sales process to align sales strategies to customer objectives and vertical market trends with a focus on delivering premier value propositions and total solutions
- Overall responsibility for strategic and enterprise sales management, including strategic customer acquisition, customer satisfaction, account management, price management, marketing, maximizing account penetration, market penetration, and customer retention to foster long-term, profitable customer relationships
- Partner with functional business leaders, territory leaders, marketing, and other critical stakeholders to ensure we maximize our existing customer base leverage the intimate knowledge of customers' needs and organization to become and remain the customers trusted advisor
- Understand prospects business, business needs, pain points
- Align our solution to meet prospects needs
- Sell value and ROI into C-Level business decision makers, sell into HR and Benefit leaders
- Develop in depth knowledge of our entire product suite and effectively sell to clients through initial phone conversations, face-to-face meetings, and product demonstrations
- Qualify leads from both house-generated, inbound sales leads and your own efforts
- Develop favored relationships with consulting networks in territory
- Work efficiently with service organization to forecast resource needs and

## Qualifications for enterprise sales

- Minimum of 15+ years of strategic sales experiences and leadership required
- Financial selling experience and knowledge required
- Training in large account sales and/or strategic sales processes required
- Significant travel required for leadership of team and supporting key accounts
- The ideal candidate will have experience and functional knowledge in construction, building automation systems, HVAC systems, and turnkey projects
- 2 or more years of customer facing, sales operations and / or sales experience