



# Example of International Sales Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of international sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for international sales

- Convey the value of processing with an industry-leading gateway and class-leading features
- Work closely with Finance, Credit, Accounts Receivable and Marketing teams to ensure issues are resolved and IPS deadlines (daily, monthly quarterly, yearly) are met
- Track accuracy of media music licensing (MML) within sales website
- Ensure all production materials are available within sales site for clients to access
- Oversee and manage timely fulfilment of screeners within the VIMN IPS catalogue
- Support Senior Management, Finance, Legal, Sales, Programming, Press, Consumer Products, Marketing when queries arise on sales, program availability and other ad hoc questions
- Realization of revenue targets
- Act as primary contact person for small and medium sized international accounts with focus on retention and growth
- Coordination of the input from Customer Support Departments in order to fulfil customer requirements
- Following up leads in a timely and consistent manner

## Qualifications for international sales

- Demonstrates proficient knowledge of international sales tactics and approaches
- Demonstrates knowledge of pipeline management
- Demonstrates strong presentation skills (both internal and external)
- Demonstrates knowledge of development of new sales territory
- Demonstrates entrepreneurial drive to grow new channels of businesses