



Example of IT Sales Job Description

Powered by www.VelvetJobs.com

Our growing company is looking for an IT sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for IT sales

- Closing (Winning!) – providing the client a win-win solution
- Ensure accurate and timely updates and maintenance of sales systems
Salesforce
- Build and deliver creative value-added solutions (leveraging internal and external / partner talent where applicable)
- The ability to work in a team environment and to collaborate on the development of innovative, tailored solutions for clients and prospects
- Develop key relationships with clients at an executive level to advance the sale or to further develop the revenue stream associated with the account
- Sales focused position with responsibility for driving services sales
- Mentor the AE's on Services training to include IO Assessments, Whiteboard Sessions
- Effectively communicates project status and all related issues to project manager
- Accepts ownership of small project related activities and assists Project Manager throughout project delivery, including project tracking, monitoring, reporting, and administration
- Works primarily with colleagues within IT and business end users

Qualifications for IT sales

- Registered student within accredited college or university with emphasis on the areas of Degree in Computer Science Engineering, Information Technology, Supply Chain Management, Business Administration or

- Native level of Dutch (or German or Swedish) and fluency in English
- Optimizing sales opportunities
- Strong and demonstrable experience in a Leadership role with a detailed knowledge of the IT Market
- Experience in successfully managing a high profile strategic Vendor relationship with proven growth performance