



# Example of Principal Sales Consultant Job Description

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Our company is looking for a principal sales consultant. 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 principal sales consultant

- Develop and execute sales plan to achieve sales objectives in defined industry verticals
- Deliver against assigned quarterly new customer acquisition and revenue growth targets
- Qualify Leads and Create appropriate funnel for services in existing & new accounts in the region
- Must be essentially a hunter, however, some account farming experience will be a plus
- Should have the acumen to handle CXO relationships
- Proven experience with selling solutions for Data science and machine learning
- Represent your organization at trade exhibitions, events, and demonstrations
- Participate in product strategy definition with Product team
- Partner with Client Services division to ensure successful implementations, customer satisfaction, and ongoing partnership with Direct clients
- Prepare custom prospect/client solutions

## Qualifications for principal sales consultant

- Be passionate in what you do
- Function as trusted advisor to customers
- Be able to proactively engage with customers

- Willing to travel to upto 25% of time
- A successful professional with proven experience in enterprise application software