



Example of Principal Sales Job Description

Powered by www.VelvetJobs.com

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

Responsibilities for principal sales

- Develop stickiness with current clients through products, expertise or relationships
- Act primarily as the lead commercial consultant for existing and potential online agency customers in the Southeast Asia region
- Develop pipeline and plan for online opportunities in Southeast Asia
- Provide feedback on quality adherence and risk
- Identify possible suspicious activity or fraud and make appropriate referrals for further investigation
- Perform other assigned duties specific to file reviews as required
- Make outbound Mystery Shop phone calls
- Receive and respond to inbound complaint text messages from customers
- Identify possible suspicious activity or fraud during while performing Loan Servicing activities
- Serve as the primary pre-sales technical, analytical and marketing subject matter expert to help drive adoption, utilization and ROI through innovation in data-driven marketing tactics

Qualifications for principal sales

- Excellent presentation & account planning skills
- Expertise in business development and closing sales
- Successful track record in closing complex business
- Experience working with the technology industry especially Oracle

- GDS Distribution, Airline Industry, Travel Agency Trade, Business Practices in specific markets, P&L Management (sales, operations, finance, human resources)