



# Example of Relationship Sales Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of relationship sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for relationship sales

- Introduces new products and drives usage
- Collaborate with leaders across IS and Services to drive productivity and effectiveness
- NQF level 6 qualification (Finance, Sales, Commerce)
- Interacting daily, both in person and remotely, with an assigned group of transaction clients to ensure that our commercial positions and offerings are clearly understood and are being incorporated by clients to the maximum extent possible
- Proactively and continually developing relationships with clients is a core responsibility
- Communicating pricing and functionality changes, venue quality information and our competitive position to clients
- Maintaining a comprehensive knowledge of the competitive landscape is required
- Supporting the group's sales efforts by administering internal software to manage client data and track internal metrics (CRM, volume tracking reports, organizational charts, etc)
- Accurately and effectively communicating in team meetings and to senior management
- Supporting sales & relationship management team with various projects and certain administrative duties

## Qualifications for relationship sales

- Deep industry and investment knowledge
- Improve RDCS financial results by increasing the coaching capability of frontline leaders to increase the level of productivity and client consolidation of the core and high value sales forces
- Customer service focused, strong verbal and written communication skills
- Minimum 3 years of experience in Sales & Marketing / Product management from the IT industry, responsible for Large Enterprise business
- Knowledgeable in notebook devices and industry-know-how in Large Enterprises