



Example of Renewal Sales Job Description

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Our company is growing rapidly and is hiring for a renewal 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 renewal sales

- Oversees, implements, and manages sales forecasting, planning, and goaling processes used within the sales organization
- Maintain user roles, security, profiles, workflow rules
- Base, ensuring each opportunity is maximised
- Working to sales targets, individually and as part of a team
- Using multiple databases to research accounts and uncover new opportunities
- Managing the entire service sales cycle from prospect to close, and following up where necessary
- Ensuring the integrity of client information is developed and maintained to a required standard in all databases
- Must be able to apply product knowledge
- Achieve monthly, quarterly & annual retention targets
- Proactively contact customers ahead of their subscription anniversary to obtain necessary renewal paperwork (signed order forms and PO's)

Qualifications for renewal sales

- Must be able to work well in high pressure situations
- Knowledge in Netsuite.com
- Possess highly effective verbal, written communication and presentation skills
- Product experience in CRM, HCM, ERP and EPM

- Finance background a plus – understanding of accounting and financial principles such as Budgeting, ROI, Project Payback, Time Value of Money, TCO-based Selling