



Example of Renewal Sales Job Description

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Our company is searching for experienced candidates for the position of renewal sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for renewal sales

- Work closely with account managers to present renewal quote and close renewal opportunities for the clients
- Able to support small to large clients and work effectively with a minimum of 100 accounts per quarter
- Identify and pass Up-sell and Cross Sell opportunities to account managers
- Uncovering and scoping Support Reinstatement, Product and Training Sales Opportunities
- Selling Reinstatement Support
- Quoting Customers
- Following Up with customers on phone and email
- Tracking and maintaining accurate forecast
- Tracking and dealing with declined customers
- Campaign work

Qualifications for renewal sales

- Steadfast and calm in a fast paced environment
- GB technical knowledge
- 2 years of experience in a sales or client success management role
- 8+ years' experience in renewals, sales, account management or equivalent customer facing role
- Working knowledge of Salesforce required, Gainsight a plus
- Bachelor degree or equivalent related educational background