

Example of Sales Coach Job Description

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Our company is growing rapidly and is hiring for a sales coach. 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 sales coach

- Must be able to create and manage an appropriate schedule to meet the needs of sales teams in assigned markets
- Work with assigned sales reps that are currently in or potentially heading into a performance plan
- Candidates for coaching will be Account Executives who are newly hired and those who fail to achieve 80% of assigned quota in any one given quarter
- Must be visible and active in the assigned market where new and under-performing sales professionals can benefit from one-on-one coaching in partnership with sales managers, group training through video/conference calls
- Work with Sales Managers in development and administration of sales plans that reinforce proper coaching to sales professional during and immediately following their performance management period
- Lead by example to ensure sales teams negotiate confidently and do not discount without good reason
- Be a key role model and ambassador of Salesforce, Salesforce usage and managing your territory via Dashboards and Qlik
- Assist with recruitment of Media Advisors and Sales Execs when require
- Collaborate with market leaders to identify opportunities in sales performance and provide prioritized and targeted support to enhance performance
- Champion practice management behaviours, acquisition activities

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- Coaching and leadership experience preferred
 - Keeps abreast of sales strategies, trends, initiatives, and best
 - Act as subject matter expert on key sales levers - coaching, skill building, sales management, sales activity planning, performance management, market acquisition activities, advice tools, and Observational Coaching
 - Collaborate with National Office partners to identify opportunities in sales performance and provide prioritized and targeted support to enhance performance
 - Share best practices and feedback throughout the regions, facilitate ongoing knowledge transfer among regions and markets
 - Improve RDCS financial results by increasing the coaching capability of frontline leaders (BCL/MFA/MCE) to increase the level of productivity and client consolidation of the core and Imperial Service sales forces