



Example of Sales Coach Job Description

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

Responsibilities for sales coach

- Assist both salesforce in devising customized sales approaches to meet client's needs
- Develop both salesforce skills for the use of different tools relative to mortgages
- Transmit further relevant information to managers to help them support their decision regarding performance evaluation and personal development plans
- Assist managers evaluate the profile and competency level of candidates they meet with during the staffing process, and make recommendations for personalized development plans to be used to facilitate the integration of selected candidates
- Provide ongoing communication and constructive feedback to the BU Managing Director and Sales Directors regarding priorities, objectives and areas of focus
- Regular customer facing and live coaching observation sessions with Sales Management and Sales Associates
- Direct the on-going sales development of associates
- Training – Assist supervisor with initial and on-going training of inside sales team
- Call Handling – Assist with the inbound and outbound calls of homeowner inquiries into Renewal by Andersen
- Call Reporting – Update call center KPI information from phone system and also customer management system

Qualifications for sales coach

- Experience in influencing revenues outcomes
- Skilled in coaching methodologies
- 5+ Years pharmaceutical sales management or field training experience
- Vaccines sales experience, and/or Buy and Bill product sales experience
- An enthusiasm for coaching and education