



Example of Sales Development Job Description

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Our growing company is looking for a sales development. 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 development

- Liaising with and building/maintaining relationships with both internal & external decision-makers
- Provide forecast of instrument and consumable sales to management as required
- Responsible for achieving daily activity performance metrics
- Deliver to your personal appointment goal
- Be a valued team player and sales professional
- Be a student of the organization with the desire to always improve
- Contact prospective customers to generate interest
- Be a trusted advisor in learning about a company's sales organization and help them see the impact that LevelEleven can make
- Use various prospecting sources to get information about a client and develop relationships
- Qualify prospects by asking open-ended questions and gathering necessary information to determine client value

Qualifications for sales development

- Willingness to travel frequently if needed
- Willingness to work additional hours, including weekends, as needed
- Articulate the Nimblefish offerings in the right language to the right clients – presenting a solution to specific verticals or customers

- Business experience preferably in a Customer centric sales support role ·
Ability to make 90+ outbound phone calls per day
- A strong desire to pursue a career in Sales utilizing Consultative Sales techniques