



Example of Sales Development Job Description

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Our company is looking for a sales development. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales development

- Lead the sales cycle by assessing, analyzing and recommending account color document workflow environment for identified opportunities
- Lead the creation and delivery of a portfolio of learning solutions for strategic business functions that build high performance functional competencies
- Direct the planning, evolution, development, implementation and administration of all strategic business units' learning and development programs and initiatives
- Other projects as assigned by the Vice President, Talent Development
- Hire, manage, and coach Sales Development Associates to meet (and exceed) targeted KPIs and Quotas
- Continually monitor the sales activities of direct reports and provide guidance and direction as needed to achieve (and exceed) daily, monthly and yearly sales targets
- Provide regular assessment of sales agent's productivity and effectiveness to both the individual sales development reps leadership across both sales and marketing
- Educate staff on best practices in sales tactics and techniques via weekly sales meetings and other ad hoc methodologies (e.g., team meetings, activities)
- Develop and implement motivational incentive programs
- Manage individual and team sales forecasts and pipeline

Qualifications for sales development

- Proven ability to work well in a fast paced, team environment · BS/BA preferred
- Interest and knowledge of software/hardware technologies preferred · Experience with Computer Networking technologies a bonus · Possess energetic and enthusiastic demeanor
- 1-2 years Sales experience is desired
- 3+ years of experience in software sales/Business Development