



Example of Sales Excellence Job Description

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Our company is growing rapidly and is looking to fill the role of sales excellence. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales excellence

- Knowledge of mortgage industry regulations, including the Fair Credit Reporting Act, the Real Estate Settlement Procedures Act, the Community Reinvestment Act, Truth-in-Lending laws, etc
- Lead the development and implementation of a living CRM philosophy ensuring database timely update
- Review and update Service Strategy in accordance with the value proposition and segmentation
- Info consolidation on internal and external sales-related benchmarks
- Establish meaningful and comparable metrics (monthly, quarterly, annual) that will aid decision-making and drive sales force efficiency
- Define and simplify sales processes & methodologies like pipeline management, territory management
- Partner with training for new hire onboarding, training needs and areas of focus
- Ensure the team is 100% staffed across the various roles to meet budget
- Manage relationship with vendor companies for hiring, interview progress, performance management, onboarding new employees and contract management
- Develop "Top Rep profiling" and competency model

Qualifications for sales excellence

- Minimum of 10 years technology industry experience, sales leadership

- International business experience including a deep appreciation for the intricacies and cultural nuances conducting business at a global scale
- Leading and motivating others and teaming effectively to advance common goals and objectives
- 4-Year Undergraduate degree, 2 years of business experience
- Demonstrated background in business analytics
- Must act as a change agent in the business