



Example of Sales Execution Job Description

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Our innovative and growing company is looking to fill the role of sales execution. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales execution

- Lead the monitoring of trade promotion management policy and budget adherence and provide monthly updates to CEO North America, Chief Customer Office and VP Finance
- Set objectives and measure trade promotion efficiency and ROI against KPI's
- Embed full year annual planning and trade accrual ways of working into the organization and drive toward a culture of continuous improvement via trade promotion optimization efforts and tools
- Lead the communication, deployment and execution monitoring of all sales execution initiatives including annual marketing plans, innovation, pack changes, promotional programs
- Lead the develop of the business planning process including quarterly business reviews between field sales teams and Pillars
- Capture and celebrate wins, and then deploy broadly for further implementation
- Capture issues, learn from them and deploy course corrections actions broadly for further implementation
- Facilitate enhanced day to day communications across all HQ based functions and field sales
- Work closely with cross functional teams to proactively communicate and resolve customer issues
- Drive Long Term Strategic Growth through channel specific programs

Qualifications for sales execution

- Experience with open outcry execution and block trading
- Working as part of a global team covering clients on a 24/6 basis
- Client coverage – day to day client coverage for Futures and Options execution
- Cross-selling with other groups within the firm
- 1-3 years of experience as a Futures Execution Salesperson