

Example of Sales Leader Job Description

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

Responsibilities for sales leader

- Lead the entire selling process for regional deals while coordinating cross-functional teams, including the local and global ITO team, Risk, OTR, Marketing, Engineering, Finance, and Legal leading to definitive sales agreements signed
- Proactively engage OTR to ensure smooth and timely ITO to OTR handover, solid cost and delivery commitment and ensure planning and execution capability in place for the project in question ahead of Order Booking
- Participating in strategy discussion on how to manage and optimize the penetration into the existing or new industries in China
- Strong interaction representing the customer voice with the Product Leadership and the Platform for serial production to develop product enhancements
- Oversees the daily operations of the active selling team on the shop floor in order to ensure a consistent customer shopping experience, while ensuring a flexible, competent, and knowledgeable active selling work force, including selling service products
- Provides local product knowledge tools and resources in order to ensure that all co-workers are Home Furnishing experts
- Listens and learns from customers in order to understand their shopping experience and the local market
- Secures specialized knowledge and training in order to enable co-workers to sell specialized home furnishing solutions, such as kitchens, bath, storage systems
- Ensures co-workers' competence on system knowledge (ISELL, Home

- Is available to deal with issues raised by customers in a positive and quick manner

Qualifications for sales leader

- Experience in Sales, Commercial Operations, Program Management, or Customer Support
- Strong sales background in one of (or multiple) the industries, such as Wind, Power, Oil&Gas or Marine
- Flexibility to work the schedule of one weekend day per week (usually a Tuesday-Saturday schedule) some evenings as necessary
- Minimum 5 years of experience in middle office domain knowledge
- Inspirational leadership – Driving engagement with the team (engagement styles), bringing in high energy gravitas (across all stakeholders), remove barriers for the teams
- Experience working in a fast paced environment focused on growth