

Example of Sales Leader Job Description

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Our growing company is looking for a sales leader. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales leader

- Develop clear and achievable strategies, objectives and tactical plans for the country based on Key account management, customer centricity, segmentation, customer needs and market conditions synchronized with the BMC objectives
 - Execution and management of the yearly business plan of the country
 - Meet or exceed sales, volumes, order intake, and financial target including direct cost management
 - Deal approval, approve multimodality within pricing framework and ensure escalation for deals outside of pricing framework
 - Combine business offerings into complete configured solutions including supporting value added services
 - Ensure coordination between all customer facing functions, and distribution channels in the country to guarantee "one face to the customer"
 - Develop and maintain excellent communication links and relationship with all customers and the key decision makers in the country
 - Provide regular feedback about market development and competitive situation
 - Ensure follow up with customers with overdue accounts
 - Responsible for compliance performance within the country and for reporting compliance issues quality & regulatory functions (for management review purposes) at district level
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- Experience of sales management
- Ideally experienced in managing change
- 10+ years enterprise business sales experience
- Bachelor's Degree in business or related field, MBA or related Master's Degree preferred
- IT Consulting or Services company such as McKinsey, Accenture, SAP, EDS, KPMG or the equivalent
- Sales methodologies (equivalent to MSP), broad evangelism through events (presentation skills), effective marketing tactics, negotiation, financial analysis, industry knowledge