

Example of Sales Leader Job Description

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Our growing company is hiring for a sales leader. 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 leader

- Achieve business goals by establishing priorities, actions, milestones, and constraints in a logical sequence checking progress against these plans
- Perform other job related duties as assigned to meet the ongoing needs of the organization
- Manages customers of large complexity relationships through the sales cycle
- Executes sales plans to achieve revenue and profitability goals within a large sized assigned sales territory and/or high complexity market
- Create and maintain an account portfolio of clients and prospects with top employers and business segments in the market
- Execute and manage daily business development activities including inside phone sales, account appointments and proposals, and national marketing campaigns
- Recruit, assess, market, and effectively place office professionals, administrative assistants, customer service representatives, office managers, entry-level accounting--with top companies in the market
- Retain and profitably grow your account and candidate customer base through outstanding customer service
- Developing business strategy and sales execution in a high growth organisation, via a team of sales quota carriers
- Joint responsibility for developing the sales and technical sales strategy at local, country or territory level

Qualifications for sales leader

- Skilled in all phases of the sales process, from opportunity identification to contract management
- Strong sales experience in International Business to Business OEM markets
- Good understanding of markets and competitive dynamics
- Master degree in Business and/or Technical related field
- 10 to 15 years of industry experience with technical product lines strongly preferred