



Example of Sales, Senior Director Job Description

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Our growing company is looking to fill the role of sales, senior director. 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, senior director

- Collaborates with peers in the management team to develop and complete offerings based on best practices, competences, business needs and available skills
- Ability to work closely with the leadership team to develop and direct sales strategies and programs
- Works with internal partners to approve and deliver commercial propositions, teaming agreements and other 3rd party business development deliverables
- Builds and executes partnership arrangements with business partners in the region and on a global basis
- Reports on a weekly, monthly and quarterly basis on the status of sales, deals, staff, operations
- Establish and manage monthly quotas (targets)
- Territory KS, IA, NE, SD, ND
- Total accountability for sales, revenue and margin for Enterprise vertical
- Sales strategy and planning, including account segmentation and prioritization
- Drive deep understanding of Enterprise vertical based on key drivers including account segmentation

Qualifications for sales, senior director

- Solid go-to-market instincts to feed information back from the field to marketing, product marketing, and sales leadership

- Demonstrated record of success communicating effectively via telephone and in person with customers and successful achievement of meeting and/or exceeding quota
- Proficiency with Microsoft Office products and the Internet
- Demonstrated ability to coach others, lead by example and work collaboratively
- Good work ethic, will to learn and be challenged, self-driven and motivated