



# Example of Sales Team Leader Job Description

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Our innovative and growing company is looking for a sales team 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 team leader

- To develop, implement and report on sales plans across 3rd party products and other SIMS modules as agreed
- To build and maintain a high level of educational and commercial credibility by keeping up-to-date with the latest development in educational policy and market influences
- Monitor performance against pre-agreed criteria and take corrective action where necessary to ensure the field sales team meets their revenue target
- Working closely as part of the sales management team to build effective interfaces with the rest of the Company
- Maintaining/implementing processes to support best practice
- Identifying and reviewing relevant KPIs to improve the productivity of all team members
- Improving the effectiveness of all chosen engagement models
- Identifying opportunities to reduce cost/improve return on investment in the sales function
- Recruit high calibre sales staff capable of developing their knowledge and skills to sell the full portfolio of SIMS product and service propositions effectively
- Provide an on-going programme of training and practical skills workshops

## Qualifications for sales team leader

- Customer oriented- you will lead and coach the team to ensure 100% customer satisfaction is achieved and you are trying to exceed expectations where possible
- Result oriented- responsible for meeting all sales and customer related targets
- Performance management- you will be responsible to enhance team's commitment to the organisation
- Time management- you have the ability to plan and effectively manage all the tasks in order to achieve goals
- 2 or more years of proven experience in leading, mentoring, developing and or influencing high performance teams