

Example of Senior Sales Job Description

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Our growing company is looking to fill the role of senior sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for senior sales

- Match hotel need dates with customer's needs – ensure an offer to each customer
- Compose and update response grids/forms whenever necessary
- Responsible for addressing inquiries in a timely manner and/or channeling concerns/questions to the appropriate department team member
- Assist in closing on pending business opportunities, including working with customer and hotel contacts
- Facilitate the execution of contract requests
- Field and execute on all customer requests
- Provide coverage for Account Manager as needed
- Assist with special projects as requested by Account or Department Manager
- Demonstrate flexibility by concurrently supporting multiple team members as required
- Build, package and distribute demo VMs

Qualifications for senior sales

- Bilingual (French and English) mandatory
- 3+ years of experience in sales analysis, or in an equivalent analytical role
- Experience in a pre-sales role
- Maintain level of required performance at Sales Consultant level
- Native level of Italian
- Sales oriented and target driven with 3-5 years of work experience in sales

