

# Example of SMB Sales Job Description

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Our company is looking for a SMB sales. 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 SMB sales

- Ensure the SMB team's comprehensive understanding of industry issues and competitive landscape to ensure relevance and appropriate competitive positioning of Miller Heiman Group's full product and solution suite
- Assure attainment of company sales goals and growth by establishing sector sales objectives and revenue forecast through the development of an annual sales plan for assigned market or territory
- Lead an accountable and results-oriented team through clear direction and regular feedback
- Develop, mentor, and grow an empowered and professional sales organization
- Consistently review and leverage CRM analytics to manage execution of the national and sector sales plans and staff activities
- Orchestrate an effective virtual team of solution engineers, strategic partners, and cross-divisional resources to support the business plan and sales strategy for small- and medium-sized utilities
- Produce monthly and quarterly new revenue forecasts
- Daily management of Account Executive (AE) SMB sales team
- Develops & executes upgrade/renewal process & strategies and ensures compliance to internal data management & reporting including use of Salesforce.com
- Assesses sales activities & forecasts to determine sales progress & required improvements

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- BA/BS degree in Marketing, Sales, MIS, or Business Administration
  - 5+ years of solution based selling experience in a business to business environment
  - 5+ years of selling ERP solutions specifically with a working knowledge of Microsoft Dynamics or NetSuite is preferred, but will consider experience with Sage, SAP, Epicor, Infor or other mid-market ERP solutions
  - Proven track record of selling six figure contracts and exceeding quota
  - Experience managing complex deals, managing multiple contacts within a prospect account, managing outside consultants, and managing a long sales cycle
  - Industry knowledge of Manufacturing/Distribution, Supply Chain and/or Professional Services