



Example of SMB Sales Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking to fill the role of SMB 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 SMB sales

- Support direct reports by participating in client and prospect meetings
- Mentor and develop sales team which includes hiring and training new account executives on sales process
- Use sales metrics to manage the team and individual AEs, tracking the results and succinctly reporting to senior management
- Conduct weekly forecast meetings with AEs
- Coach direct reports regarding strategies to drive revenue and customer success
- Evolve & refine the sales strategy, process and tactics to improve performance
- Use the customer voice to drive improvements in interactions and product
- Envision new and innovative ideas and approaches and take them to fruition
- Abide by jointly established rules of engagement guiding prospect contacting
- Establish clear advertising goals with advertisers including entering campaign goals (KPIs) associated with (such as CPA, ROI / ROAS, CPM, CPC, AOV)

Qualifications for SMB sales

- Responsible for providing revenue forecasting reports on activity
- 1+ years experience in sales, B2B technology sales experience preferred
- Must be highly organized, easily adaptable and self-motivated
- Experience in the payments industry a strong plus

- Minimum of three years of successful sales and account management experience in SaaS, focusing on selling enterprise software solutions at large scale organizations