



# Example of SMB Sales Job Description

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Our growing company is looking to fill the role of SMB sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for SMB sales

- Conduct discovery to uncover customer pain points and business goals to provide are commended G Suite package
- Identify and address customer objections in relation to the G Suite product
- Provide education on the G Suite product at a high level, focusing on the value to their business
- Recommend and complete billing for the G Suite SKU that best fits their business needs
- Shows penchant for learning and discussing technical components of sale (domain verification, MX record switching, discussions on migration, etc)
- Manages pipeline and time in order to push deals through to completion and ensure that clients are followed up with in a timely manner
- Strategically and persistently sell G Suite to customers through high volume phone calls and email campaigns
- Adjusts working style to meet the needs of specific clients cross functional teams (Sales Engineering and Support)
- Able to learn and follow a multitude of administrative processes for both internal and external projects
- Self-motivated to hit targets and thrive in the role

## Qualifications for SMB sales

- Meet or exceed all published standards measured weekly, monthly and YTD

- Craft goals with lag and lead indicators
- 10 + years of field business to business sales management experience
- Develop and manage relationships in the SMB accounts segment focusing on Singapore-based customers