



Example of Storage Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of storage 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 storage sales

- Visit customers on routes, showing tool storage product and working with franchisees and mobile company stores to close sales
- Place a high volume of quality outbound phone calls for the purpose of building relationships and matching our products and services to each customer's needs
- Capture competitive information on products, pricing and sales programs
- You will coordinate and liaise with technical subject matter experts to articulate a complete electrical solution for our customers
- Meet or exceed customer acquisition and storage subscription quotas
- Develops the consultative, solution selling capability in their organization to develop compelling business cases to differentiate and highlight the value of the company's broad portfolio
- Engages Global Business Unit Sales Teams (Specialists, Channel Partners, and Alliance Partners) to fully leverage all of the company's products and technology offerings
- Drive Storage Sales across defined accounts/sectors in close cooperation with the HPE account manager and aligned channel partner
- 8 plus years experience in I.T
- Providing subject matter expertise to both customers and the sales teams to ensure the all

Qualifications for storage sales

- Engage on technical level discussions around solving data management challenges across a customer's environment
- Candidate must be able to work effectively, independently and closely with their Sales Specialist
- The IDM Sales Engineer must be able to conduct technical white board sessions to evaluate and make recommendations to translate a customer's technical requirements to a solution including mapping from "as is" to "to be" state resulting in a billable Proof of Concept (POC)
- Relevant third level degree desirable
- BS Degree or experience equivalent
- Must have strong familiarity with vertical markets