



Example of Storage Sales Job Description

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Our growing company is hiring for a storage 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 storage sales

- Understand market development to strategically position the storage products portfolio and services better
- Responsible for creating and driving the storage sales pipeline in a defined customer segment
- Use storage solutions expertise to seek out new opportunities and expand and enhance existing opportunities to build the pipeline in and drive pursuit
- Work closely with the account team on storage opportunities
- Qualify storage Deals and focus on the ones that can be closed faster with the larger amount
- Work closely with the enterprise sales account teams to identify target accounts and use cases
- Become a trusted advisor to senior IT and business executives within the Italian market to create a long-term partnerships with customers
- Ensure a positive, end-to-end client experience
- Enable Sales to be confident in competitive engagements
- Develop new business and grow business within existing accounts

Qualifications for storage sales

- A track record of new account acquisition, management of existing accounts
- Comfortable in both a technical dialogue (understanding the customer's IT infrastructure and technical objectives) business dialogue (explaining the TCO

- At least 2 years experience in in the specialty sales processes, techniques, and tools, and advises others on their use
- Selling skill on software and well understand the SW market and industry trend
- With 5-8 years of customer or project experience in SW industry