



Example of Storage Sales Job Description

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Our company is looking for a storage sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for storage sales

- Ask for the order and close sales through generated leads and telephone prospecting
- Collaborate with other sales team members, operations and the inventory center staff to provide exceptional customer experiences
- Support identifying potential customers and assist with go to market activities
- Lead technical design, configuration, and specifications for new opportunities
- Work with developers, utilities, design engineers, etc in laying out projects with LG ESS as basis of design
- Effectively train channel partners on LG ESS technology, installation
- Effectively respond to customers' questions related to LG ESS solutions that include ESS (HEMS)
- Assist local independent representatives in managing sales activities
- Assist in developing and executing business plans and marketing plans
- Conduct energy modeling for LG versus competition

Qualifications for storage sales

- At least 5 years experience in Storage Solutions Sales Management
- Well organised, structured and able to articulate the IT solution and relate it with clients needs
- Extensive experience in a solutions sales role, including 3+ years focused on storage solutions
- Demonstrated storage market and competitive knowledge opportunities

- Knowledge of and passion for open source technology is a major plus