



# Example of Storage Sales Job Description

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

## Responsibilities for storage sales

- Identify, recruit, enable and build go-to-market plans with prospective software-defined storage partners
- Develop long term sales pipeline to increase the company's market share for storage-related solutions
- Manage relationships with design engineers, independent LG representatives and distributors, building owners, developers, and utilities
- Manage your own territory with large Swiss or international clients to drive new sales and expand existing business
- You will manage the entire technical scope offered to our solar customers from inverters right through to grid-connection components
- Support customers during the design phase, by working on architectures that optimise costs, maximise yields, save time and reduce risk
- You will demonstrate our value proposition by cost/yield analysis, providing key differentiation that address
- Prepares technical bids with the tendering team, with specifications, electrical and physical design elements, works with the customer up to finalisation
- Gain share of wallet/spend in Enterprise Solutions
- Territory/account management, including account sales planning and sales forecasting and engaging cross-functional resources

## Qualifications for storage sales

- 1-3 years software or enterprise selling a plus, especially with a storage systems vendor

- Solid history of quota attainment
- Program or project management skills are a plus
- MBA or relevant master's degree is a major plus