



Example of Storage Sales Job Description

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Our growing company is looking for a storage sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for storage sales

- Promote new products, plan and execute technical sessions in the most cost/benefit effective way (learning sessions, seminars, public events, local associations)
- Negotiate pricing and assist in development of contractual agreements to close the sale, within the Contribution Margin thresholds set forth for the products/region
- Cooperating with Account Managers in a given territory to unite forces leading to expanded sales
- May lead engagement and partnership with external IT vendor
- Accountable for business growth, company market share and revenue increases
- Coordinates all company sales activities in the area-of-control
- Provides input to team on overall sales strategy, cost optimization, and disciplined process management (pipeline review, asset management, demo sales achievement)
- Develops sales resources and management talent to ensure a pipeline of qualified sales talent to support future growth
- Creates a performance driven culture that ensures the company has the best IT sales force in the industry
- Work to a quota & sales plan and forecast revenue in line with both

Qualifications for storage sales

- Bilingualism (English and French) preferred
- Besides a rock-solid work ethic and a strong team-oriented personality, members of our team display creativity, passion, and a desire to break new ground in a constantly shifting technology and market landscape
- At least 5 years experience in Competitive Storage Solutions Sales (EMC, Hitachi, EMC, HP, NetApp)
- IT selling experience in the Southeastern US
- Experience with Retail, Travel & Transportation customers