

LEAD SALES SPECIALIST

Job Type: Full-Time Employment

Summary Overview: A Lead Sales Specialist is a key member of the sales team who mentors the Sales Reps and supports management. They support the company's overall sales and work in all types of sales environments, from retail stores to business-to-business (B2B) companies.

Essential Functions:

- Developing strategies and programs to accelerate the adoption
- Understand business, industry, customers, and marketplace priorities

Education: High School Diploma or GED; Associates or Bachelor's Degree in Sales is a bonus.

Day-to-Day Responsibilities:

- Training new members of the sales team
- Setting sales quotas
- Answering questions from the sales staff
- Monitoring sales performance and addressing issues when necessary
- Completing sales reports and other administrative work
- Addressing customer service issues that need to be escalated
- Supporting the sales management team as needed
- Selling products or helping sales staff negotiate and close deals

Skills:

- Strong communication skills for interactions with customers and sales staff
- Leadership skills
- Strategic planning
- Familiarity with effective sales strategies
- Inspirational attitude and ability to create a motivating environment
- Ability to train others effectively
- Product knowledge
- Customer service skills, including how to handle upset customers