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# Example of Account Sales Representative Job Description

Our company is growing rapidly and is looking for an account sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for account sales representative

* In conjunction with field sales, works to proactively drive key opportunities through the sales process
* Develops and provides customer specific reports regarding sales/ account activity as required (Customer scorecard, sales activity, project status, presentations, ) Collects and verifies data accuracy for the Customer Quarterly Business Review process (QBR)
* Increase visibility of Cox products and services
* Generate new business via outbound sales calls, mailers, and in person prospecting
* Provide excellent customer service through product knowledge, handling inquires and eventual sales order
* Conduct sales presentation and pitches
* Drive the sales of a certain portfolio to a targeted customers base
* Involved in talks & seminars to promote the benefits of products
* Develop and manage sales channels and key accounts, achieving business targets, both revenue growth and bottom line
* Maintain updated knowledge of products and market

## Qualifications for account sales representative

* Strong organization and priority management skills
* Strong stamina and the ability to lift, bend, reach kneel and merchandise product
* 1 years minimum experience in retail selling furniture
* Pursuing a Bachelor’s Degree or certificate in Marketing, Design, Fashion or related field is a definite plus
* Must have the willingness and ability to build relationships at the retail store level
* Minimum of 1 year retail experience in a selling environment