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# Example of Aftermarket Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of aftermarket sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for aftermarket sales

* Lead effort to derive strategy to attack competitor UV installations across defined territory
* Conduct field training of sales representatives and service technicians regarding the Wedeco UV processes for health checks conducting ongoing competency training
* Promote new products and services to increase Aftermarket sales revenue, aggressive solicitation of orders, customer inquiry, and quote follow-up, all while optimizing growth
* Collaborate and indirectly manage customer facing activities (requests, complaints, ) with the respective sales management teams
* Maintain and leverage the Wedeco UV databases and develop communication plans for mapping specific site customer needs and requirements
* Perform on-site start-up service for specified UV products
* Provide installation assistance for UV products to contractors, customers and OEM’s
* Perform on-site repairs with the aid of the “Shop-On-Wheels” or other mobile service vehicles and equipment, as assigned
* Troubleshoot units and components of various systems employing UV products
* Disseminate service information and provide informal/hands-on training at customer’s locations

## Qualifications for aftermarket sales

* 8+ years of work experience required including experience in aftermarket sales and/or service
* Record, collect and report on service and technical repairs problems
* Maintain service vehicle, tools and equipment provided for the execution and delivery of service products in an operational and clean condition
* Operate in safe manner consistent with federal, state, corporate and local guidelines for the tasks assigned
* Maintain pertinent records as required for the operation of the vehicle and the execution of the duties assigned to a described service product
* Assist in product warranty determination