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# Example of Area Sales Representative Job Description

Our innovative and growing company is looking for an area sales representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for area sales representative

* Partners with Distributor Sales Reps to ensure End User educational services and training are provided to acute care/LTC facilities as needed
* Owns all volume and revenue objectives for their Territory
* Completes on-going analysis of business results vs Plan for their Territory
* Provides regular inputs to the Healthcare Sales Manager to facilitate the overall Healthcare forecast and management of gaps to plan
* Attends National and Regional Trade & Association events as appropriate
* Through a First Choice lens, build and support relationships with key customers, business partners, industry associations, government and suppliers
* Ensure brilliant execution by building rapport and supporting product standards
* Install/Replace/Update POP material at the point of sale according to prior agreements or based on brand strategy (racks, price cards, display units, semi-permanent display, permanent display)
* Ensure Molson products are in full distribution based on store/head office compliance
* Auditing of planograms to ensure stores are at compliant to head office planograms

## Qualifications for area sales representative

* Passion for customers and achieveing targets
* Ability to teamwork in an distributed work environement
* KAM experience
* Fluent English, strong MS Office and CRM system skills, driving license
* A minimum of 2 years of sales experience preferably in the food or beverage industry
* Proven experience in identifying new sales opportunities and the ability to create solutions for customers, to deliver long term profitable sales growth for both parties