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# Example of Brand Representative Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of brand representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for brand representative

* Maintains constant communication with Quality Control Returns Analyst in order to process Jeanswear consumer returns in an efficient and timely manner
* Assists consumers in locating a retailer in their area who purchased the styles the consumer is looking for by using the retail locator and mainframe system
* Enters all inquiries, complaints, and all related information into a PC based database program
* Present and prepare the footwear line to independent and major retailers
* Develop and grow the territory to the best retailers and protect the credibility of the brand
* Organize and communicate brand/product suggestions during line presentation, supporting key initiatives, writing the order and follow-up
* Ability to develop achievable sales plans and action plans for your territory and communicate accountability
* Communicate regularly with accounts regarding weekly selling, stock availability, deliveries and pricing policies
* Communicate sales trips, plans and updated account/sales records to management by offering positive solutions and support to better the brand and territory
* Use AS400 and COM to research and resolve customer issues

## Qualifications for brand representative

* Experience in Human Resources, Recruiting, and/or Retail preferred
* RETAIL EXPERIENCE - No retail experience required
* A minimum of two years experience in high-performance transactional selling with consistent year-over-year over-quota achievement
* Product and solution experience and skill in the Information Management portfolio, or as a minimum in a related competitive or complementary market offering (database technology such as Oracle, DB2, Informix, MS-SQL, Sybase)
* Experience in identifying viable new markets in which to sell software
* Generally, a good understanding of the selling of software solutions and tools used to solve business problems