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# Example of Consultant, Sales Job Description

Our company is growing rapidly and is hiring for a consultant, sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for consultant, sales

* Sell products through direct customer contact
* Sell products through direct customer contact our students
* Attract new customers throughout different marketing strategies (Telemarketing, fairs, stands, visiting universities, digital marketing, etc)
* Identify and pursue business at the account level by making routine calls to existing customers or to new customers
* Maintain responsibility for providing customer quotes to maximize revenue and profitability
* Implement business development strategy for all product groups
* Establish and maintain relationships including physician end users, nursing management and personnel
* Broaden contacts to the highest possible decision-making level in accounts
* Understand and utilize group contacts whenever possible, assuring appropriate compliance and working in conjunction with Regional Vice Presidents
* Maintain a level of performance in a specified territory that meets or exceeds the sales objective established by the company

## Qualifications for consultant, sales

* Member facing environment – can occasionally require outbound business development (cold calls, call back, special events)
* Outgoing, self-motivated, and an energy provider
* To maintain consistently exceptional standards of excellence in delivering a customer service experience which meets our on brand focus
* Attend periodic training classes, national and area meetings
* Provide necessary and appropriate after-sale service to accounts, utilizing each opportunity to discover and pursue additional business
* Provide input to Regional Vice Presidents and others regarding sales, sales forecasts, competitive activity, group-contracted business and other requested information