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# Example of Consultant, Sales Job Description

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

## Responsibilities for consultant, sales

* Presents sales recommendations to customer including but not limited to wireline, high speed internet and video products and services
* Negotiates and prepares service order requests from existing and new customers for installation, removal or changes of products and services
* Handle foreign exchange transactions for customers
* Maximise store revenue by up-selling and cross-selling
* Meet sales targets and deliver excellent customer service
* Offer the best service solution to every customer
* Handle customer queries and concerns
* Serve on average 40-60 customers during non-peak season
* Leads the creation and review of reports and reporting updates of prospective clients in the sales pipeline to ensure appropriate responses to requests from members of the Sales Team and/or Senior Management
* Creates, assists, reviews, and presents information to internal/external executives, and/or clients

## Qualifications for consultant, sales

* MBA or other professional qualification
* Bachelor's Degree Course of study or 2-year degree a plus
* The basic salary for the role is £20,000pa with a realistic OTE of £41,500 (uncapped) with top earners taking home between £50,000 – £60,000
* Over 80 % of our sales executives earn £41,500
* In a recent survey completed by our sales employees all of them would recommend AO as a great place to work
* Defined career path as 81% of our Sales Managers have been promoted internally