Downloaded from <https://www.velvetjobs.com/job-descriptions/contract-sales>

# Example of Contract Sales Job Description

Our growing company is looking to fill the role of contract sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for contract sales

* Gain extensive sales experience working closely with our Account Executive team
* Leading follow-up, new business development, lead generation, building customer relationships, consulting extensively to assess customer’s needs, follow-up throughout the sales and service cycles, and delivering high quality results
* Ensuring that customer concerns are addressed and resolved in a positive and friendly manner
* Gaining market share by providing sales support (technical, marketing, management, ) building new relationships in order to
* Attending trade shows and industry functions to support growth
* Developing, owning and managing the Territory’s pipeline of opportunities (sales funnel)
* Promoting high value products to ensure optimal profitability
* Working with internal/external resources as required to grow and develop a healthy pipeline of opportunities
* Aligning marketing initiatives to optimize sales performance
* Maintaining an updated & current forecast of volume, margin and revenues based on the pipeline

## Qualifications for contract sales

* Good Project Management skills and education/experience will be weighted
* Experience in customer management and negotiations
* Able to work independently and structured strong team-player
* Manage customer repair orders until completion and units shipped
* Improve customer relations/perceptions and address root causes of dissatisfaction with AM team
* Detect sales opportunities (retrofit and spares) and support sales campaigns as required