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# Example of Corporate Sales Representative Job Description

Our company is looking to fill the role of corporate 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 corporate sales representative

* Applies a thorough understanding of the business value of ShareFile solutions through a consultative sales approach to various business functional areas and executives within target customer segments
* Act as team lead for 2 other CSRs in local region
* Obtain and apply learned skills to provide accurate and timely forecasts opportunity updates in Customer Relationship Manager Tool (Coffee) for management visibility in vertical pipeline
* Maximize park attendance from key geographic outer market territories
* Prioritize and follow up on and closing customer requests in your assigned accounts
* Proactively cultivate new business by prospecting into accounts and develop new opportunities in additional departments
* Successfully apply an understanding of the tactics of driving a deal to closure & be able to identify key decision makers in the sales cycle
* Manages customer accounts regarding sales opportunities, product repair, new product line testing, and addressing all issues to ensure customer satisfaction
* Attends and participating in sales meetings, training programs, conventions, and trade shows
* Closes business and following-up to ensure satisfaction and consistent service

## Qualifications for corporate sales representative

* Adaptability, analytical, consultative and collaborative skills
* Successful team oriented attitude and ability to influence others
* Additional language skills appreciated including
* Experience prospecting, building a pipeline, or networking is a plus
* Consistent history of going beyond your goals and an innate desire to succeed
* Ability to thrive in a fast paced, data-driven, consultative sales role