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# Example of Corporate Sales Representative Job Description

Our company is growing rapidly and is looking for a corporate sales representative. 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 corporate sales representative

* Well versed in sales CRM database and ensures accurate and timely forecasts opportunity updates for management visibility in sales pipeline
* Performs core-selling activities, including sales call preparation, price negotiation, execution of face to face sales calls, and post-call analysis and reporting
* This position requires the ability to work a flexible schedule including evenings, nights, weekends, and holidays
* Maximize park attendance from key geographic core and outer market territories
* CSR IIs have advanced Customer interaction and sales skills and work comfortably with Customers in senior roles (Doctors, OR Directors, Purchasing heads)
* New account/revenue acquisition within their Corporate and Accounting firms or revenue driving initiative through excellent researching, planning and execution of their sales plan which includes high levels of prospecting daily, middle of funnel management and closing bottom of funnel of opportunities daily
* Selling Taxnet Pro, Checkpoint, and Tax Foresight
* Developing multi-level relationships within existing accounts – by offering extraordinary service to the market
* Growing revenue and protecting existing revenue streams – through strong account management skills matched with product knowledge, uncover new revenue opportunities in the territory to grow the annual revenue commitments to TRTA
* 3+ years of demonstrated telephone sales/ sales experience in a high activity level environment

## Qualifications for corporate sales representative

* Enthusiastic, with an entrepreneurial personality and ability to develop and maintain warm client relationships
* Proficient interpersonal, communication, and computer skills
* Extensive relevant product line knowledge
* Prior experience in inside sales or sales development, preferably in a technology sales environment
* 2+ years of work or intern experience
* Experience in penetrating the Government, Health and Education Sectors will be advantageous