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# Example of Customer Sales Job Description

Our growing company is looking for a customer sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for customer sales

* Initiates contacts with customers and sales personnel to investigate and resolve pricing disputes
* Tracks errors in SAP and develops processes to prevent recurring issues
* Monitors and enforced delegated pricing authority levels within the SAP system
* Monitors tracking and measurement systems for selective discount programs and recommends actions to Sales Managers as a result of data analysis on pricing, profitability, product availability and customer profitability
* Manages billing process and exceptions for all products and solutions, including clearing all pre-processor edits through SAP and supporting systems
* Proactively monitors and audits billing documents for accuracy and timeliness
* Teams with credit and receivables group on outstanding receivables
* Manages cancel and rebill process to minimize number of rebills, evaluating alternatives to find least expensive way to get the product to the customer
* Advises customer on margin
* Manages buyback processes for appropriate market channels

## Qualifications for customer sales

* Manages customer relationships in pursuit of "value-added" account management
* Responsible for customer intimacy in transactional and service requirements
* Maintains working knowledge of customer profiles and key contacts
* Responsible for large account load assignment while teaming within workgroup to assist on other accounts as well
* Partners with other Lubricants Business Center support teams in support of total customer experience
* Performs customer administration requirements in support of sales process