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# Example of Dealer Sales Job Description

Our company is looking for a dealer sales. 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 dealer sales

* Grow volume by building relationships with assigned Co-ops, Distributors, Specialty Dealers, and National Account customers
* Deliver a high level of customer service by achieving proactive customer contact, industry knowledge and networking, product knowledge, strong relationships with other USG departments and prompt issue resolution
* Pro-actively contacts assigned customers to build the relationship, follow-up on sales activity and address issues
* Participates in Pro Dealer and Independent Distributors customer/contractor events
* Visits customers in the market as needed
* Support sales data within Salesforce.com
* Assist with E-Commerce Customer Service
* Bilingual requirement – English/French
* Minimum of 2 years call centre, inside sales, retail sales or distribution level sales experience is required
* Applicant must have experience in customer service and have a strong customer focus

## Qualifications for dealer sales

* Bachelor’s Degree in Marketing, Business, or a related discipline preferred
* Minimum of 2 years experience in Business to Business Sales
* 2 years plus experience in automobile sales preferred
* Goal oriented, professional, dependable, and inspired by building a book of business to manage
* Experience with SalesForce.com or similar database strongly encouraged
* Ability to solve problems quickly and overcome obstacles