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# Example of Direct Sales Representative Job Description

Our company is looking for a direct 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 direct sales representative

* Business development skills to identify target accounts
* Promote the Tyco Marine Solutions full range of Enterprise Solutions including Production systems, Fire Protection Systems & Through Life Mature Asset Services to key End Users, decision makers and influencers within defined territory TBC
* Promote and Increase Awareness of Fire Suppresion Solutions
* Collaborate and coordinate activities across functional teams
* Maximise Project awareness to all related functional teams
* Work with Sales Leader to implement the agreed strategy for Business development and the promotion Fire Suppression Solutions
* Identification, delivery and conversion of sales opportunities
* Be responsible for promoting Tyco as the Industry Leader together with our full range of Enterprise Solutions to key decision makers and influencers within the market places
* Develop an understanding of the Local Authorities and their associated regulations and company registrations required in association with each of the solutions we take to market
* Identify, lead and coordinate Tyco efforts to obtain local Authority and End User product / solution approvals

## Qualifications for direct sales representative

* Ability to accurately forecast monthly, quarterly, and annual pipeline
* Computer proficiency with email, Internet, and Microsoft applications
* Experience with CRM, particularly Salesforce.com preferred
* A minimum of 1 year proven track record of successful consumer sales is preferred
* Proven track record of success in sales of telecommunications products a plus
* Sales experience in emergency equipment sales and/or ems and/or fire rescue preferred