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# Example of Direct Sales Representative Job Description

Our growing company is looking to fill the role of direct sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for direct sales representative

* Responsibility for the development and achievement of the Tyco Business Development and Growth Plan, including specific sales objectives and financial targets
* Identify potential and develop those accounts within territory that have a mind-set and can add value as Key Account Partners
* Further develop existing and identify / target new Customer relationships and projects in order to promote Tyco and generate new business for the complete Tyco Enterprise business
* Develop and maintain a high level of opportunity conversion by maximising strong relationships with potential Customers and decision makers / influencers
* Engage with the public (face-to-face) through door to door canvassing
* Inform potential donors of all of the great work the charity has done and will do, and how important each monthly recurring donation is
* Work in a fun team environment with constant support from experienced Team Leaders and Management
* Grow and gain valuable experience in this new frontier of fundraising
* Inform potential donors of all of the great work the charity has done and will do, and how important each monthly recurring donation is work in a fun team environment with constant support from experienced Team Leaders and Management
* Achieving growth and hitting sales targets by successfully managing direct reports

## Qualifications for direct sales representative

* Knowledge of competitors, extensive knowledge of ambulance products and component assemblies
* Must be computer literate and able to effectively use Microsoft office business suites
* Ability to make 100+ outbound calls each day
* A sense of personal accountability
* Minimum of 2 years of previous customer service experience
* Must be available to work 2-3 weekends a month including some nights