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# Example of Direct Sales Job Description

Our company is searching for experienced candidates for the position of direct sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for direct sales

* Be a self-starter who can work within a small close-knit team environment, roll up your sleeves, to support the team and management
* Build and maintain client database
* Create and follow up on direct sales opportunities
* Convert leads into customers, be able to sell with success-primarily office-based (by email/phone and face-to-face) and occasionally at events
* Work with marketing, external partners and intermediaries to develop sales opportunities
* Excel in an entrepreneurial environment
* Handle employee relation issues, including performance appraisals, coaching, safety training
* Overseeing selling the company's collaboration solutions into geographic markets
* Build and lead an effective management team capable of supporting growth and carrying out established strategies, business goals and objectives across multiple sites
* Track and review the complex market campaigns

## Qualifications for direct sales

* Able to create a ‘closing’ impulse at customer front
* Positive, can-do attitude with strong customer and employee focus
* 2 to 5 years experience as a Direct Sales representative plus direct marketing supervisory experience with a proven track record in a related field
* Demonstrative record of success in outside sales environment with emphasis on direct to consumer sales is preferred
* Indiana drivers' license with a good driving record is required
* Bachelors degree in Management or Marketing preferred