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# Example of District Representative Job Description

Our innovative and growing company is searching for experienced candidates for the position of district representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for district representative

* Role requires day time travel throughout Oklahoma (Company truck would be provided in this role)
* Participate in design reviews, new application start-ups, and evaluations
* Provide installation resource services on a project request basis necessary to satisfy the needs of the customer
* Advises staff and management on marketing products and strategies to expand market share
* Applies the four Absolutes of Quality Internal and external customers
* Achieves annual sales targets by working with the District Manager and senior district sales personnel to establish selling strategy and tactics
* Recommends changes in chemical dosages, flow rates, or equipment
* Performs sales activities of Home and Garden products to Retail Accounts
* Develop and maintain relationships with key store level decision makers (IMAs, Department Managers, Store Managers) for the purpose of enhancing, growing and driving sales
* Meet or exceed sales goals by maintaining store presentation standards through resets, fixture installation, store sets, retrofits, inventory reconciliation, shelf maintenance, display maintenance and POP installation

## Qualifications for district representative

* Willing to do hand on work, servicing
* Bachelor’s degree in (Chemical, Mechanical, Industrial), or Life Sciences (Biology, Chemistry)
* Prior experience working in the Oilfield industry preferred
* Oilfield Chemicals Upstream Sales Experience
* 25% travel required to support sales territory
* Must have Singapore Driving License