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# Example of Enterprise Sales Representative Job Description

Our innovative and growing company is looking for an enterprise sales 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 enterprise sales representative

* Build and advance database of prospects
* Team with sales and marketing partners to increase pipeline
* Understand customer needs and requirements, relaying insights to sales and marketing
* Develop high quality sales materials – presentations, call scripts
* Perform effective online product pitches and demos to prospects
* Help close sales and achieve quarterly quotas
* Profile prospect calls as directed
* Meet or exceed minimum monthly KPI requirements
* Immerse yourself into the Concentrix Culture
* Work with the Outside Sales team to drive sales growth

## Qualifications for enterprise sales representative

* Proven track record of selling large applications deals
* Strong working knowledge of Salesforce.com and/or CPQ preferred
* Strong attention to detail with a sense of urgency
* Multi-site order management experience preferred
* Experience with E-rate and Gov't Accounts preferred
* You always hit your number