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# Example of Enterprise Sales Representative Job Description

Our growing company is searching for experienced candidates for the position of enterprise 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 enterprise sales representative

* Penetrate Accounts – Call into a target accounts & subsidiaries to build relationships with decision makers in order to create opportunities
* Manage POC success – Work with IT, end-users, and sales engineer counterparts to define success criteria, gather feedback, and drive successful testing of ShareFile
* Fulfils a wide range of requests for information from current and prospective customers
* Keeps abreast of terminologies, basic software applications, operating systems, and hardware requirements
* Interact with Senior C level contacts in key accounts
* Prospect and drive new business account growth, nationally- with great urgency
* Identify and curate new business opportunities
* Proactively approach challenges with creativity, and a can-do attitude
* Resolve any billing issues by confirming promotions and rebates are processed correctly, assist with buyback facilitation of devices
* Assist Enterprise Account Executive with setting up corporate order portal, iBilling, MCSA requests

## Qualifications for enterprise sales representative

* Proven record of success with developing prospecting lists, cold calling, customer expansion and field sales required
* Overnight travel to serve the Nashville and Memphis, TN area
* Marketing Automation platform experience an asset
* Highly self-motivated, driven and inquisitive with strong phone/video presence and professional demeanor with excellent verbal and written communications skills strong listening and presentation skills
* 2 years’ experience in inside sales / market development
* Experienced with LinkedIn, Salesforce.com and Microsoft Office