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# Example of Field Sales Rep Job Description

Our company is searching for experienced candidates for the position of field sales rep. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for field sales rep

* Manages and submits paperwork for distribution cooperative funds (a percentage of our partners business is invested in jointly marketing our product and their relationship)
* Complete other job related duties as assigned
* Assists in developing on-going/continuous market and competitive analysis
* Adhere to all compliance and company rules and mandates set forth in the CMS marketing and compliance guidelines in the company policies and procedures
* Makes sales calls on a regular basis to all existing customers and potential customer locations within the defined geographical boundaries of the sales territory to identify sales opportunities
* Negotiates and closes sales deals, builds customer base
* Achieves agreed-to sales targets
* Gathers sales leads from newspapers, business directories, industry ads, trade shows, websites, and other sources
* Continually grows the CPI sales penetration and opportunities within the territory
* Follows-up with customers to ensure customer satisfaction and expand business opportunities

## Qualifications for field sales rep

* Knowledge and experience with server and desktop virtualization, software defined solutions, cloud, storage, business continuity, systems management, and data center operations
* Hands on experience with VMWare, Linux, HyperV, Windows Server, Nutanix, systems management products, and x86 systems
* Knowledge of OpenStack, SAP, HPC, SQL, Azure, Simplivity, DataCore a plus
* 3-5 years of competitive field sales experience in electrical or electronic components
* Ability to quickly react to changing environments in a diverse customer base
* Strong interpersonal relationships with suppliers in the electronics industry