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# Example of Field Sales Rep Job Description

Our innovative and growing company is looking for a 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

* Attend home shows and provide customer service
* Safely and efficiently operate all tools and equipment necessary to fabricate high-quality samples (saws, grinders, blasters)
* Build and maintain sample boxes
* Assemble sample boards for display and/or shipping
* Package samples appropriately to ensure samples reach the customer or distributor in good condition
* Coordinate mailing of samples and sample boards to customers
* Work within our Customer Relationship Management platform in order to effectively serve our customer base and communicate with various team members
* Participate in a comprehensive learning process including product knowledge, technical knowledge and an in-depth understanding of our customers and sales channels
* Assist sales team as needed
* Conduct housekeeping duties of the work area

## Qualifications for field sales rep

* Eligibility to obtain Liquor License as required by state/locality
* Ability to build rapport and gain trust
* Good organizational skills and self-discipline required to manage their time effectively
* Ability to cope with uncertainty, stress and long hours
* 7 to 10 years of experience as a machinist/sales
* Journeyman Machinist - Red Seal or Bachelor's degree (B