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# Example of Field Sales Job Description

Our innovative and growing company is looking to fill the role of field sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for field sales

* Actively represent Pella at company sponsored events, professional group’s invitations to discuss and/or present Pella products, trade association meetings and/or builder home shows
* Maintaining exceptional level of expertise of products/services relating to Pella’s customers
* Engaging customers in consultative sales interaction, recommending the products and total solution that satisfy the needs of the customer
* Capable working autonomously from a home office with access to a supportive network of colleagues within the team
* Conduct preliminary evaluation of service requests from customers
* Direct, manage and encourage sales team to meet and exceed revenue and profit expectations of OIMA
* Establish and maintain high level business relationships with major customers within areas of responsibility
* Budget and authorize promotional and other expenditures for direct reports
* Plan and conduct periodic conferences and sales meetings to educate, train and stimulate the field sales team to meet exceed revenue targets
* Attend trade shows and assists in coordinating national sales manager meetings

## Qualifications for field sales

* Responsible for all monthly reporting requirements for the Field Sales Team
* Update SFA with address changes, contact details
* Run ad-hoc reports
* Operate in a complex, rapidly changing environment
* Proven ability to identify new markets and business opportunities
* Hands-on individual who possesses the best combination of strategic thinking and creative concepts to drive growth