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# Example of Financial Sales Representative Job Description

Our growing company is hiring for a financial 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 financial sales representative

* Establish and maintain relationships at the senior most levels in large corporations (GC, AGC of litigation, Legal COO, VP Procurement, ) and law firms (associates, senior associates, partners)
* Collaborate with clients, the LMS sales team and delivery/operations throughout the sales cycle to design and build compelling, high-quality sales presentations, proposals
* Passion for finance
* Keen interest in financial market technology and infrastructure
* Sell HPE Financial Services offerings within an assigned customer set
* Prospect, qualify, propose and close HPE Financial Services transactions
* Build relationships over the phone with many contacts – customers, partner sales reps, related HPE and HP Call Center team, and other HPE/HP/HPFS local country sales teams
* Actively build weekly pipeline with both Partners and HPE / HP assigned sales team
* Spend daily assigned number of hours on the phone to Partners and customer building pipeline and negotiating contracts
* Maintain up-to-date record in CRM at any point in time for all projects in pipeline and forecast

## Qualifications for financial sales representative

* Can begin working full-time on August 1, 2017
* Fluent in both English, Mandarin and/or Cantonese
* Received a cumulative GPA of at least 3.0/4.0
* Responsible for driving Payment Solutions (Finance Lease, FMV Lease, Loan)
* Bilingualism in English/French written and oral communication required
* Motor vehicle operator