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# Example of Financial Sales Representative Job Description

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

## Responsibilities for financial sales representative

* Focus on new client acquisition find opportunity for new products within existing account through cold calling and territory planning and analysis and planning effective marketing strategies, etc
* Work closely with the relationship management team to develop account plans especially for the strategic accounts under his/her coverage to help identify new business opportunities together for such accounts
* Collaborate with members from other teams and other regions (relationship managers, product specialists, product team, etc) to deliver the best solution possible to our clients and also share client feedback for future product enhancements
* This position will report to the Sales Support Manager and will be based on our Dealer Office in Finning Express, at least 80% of the time
* Gain and demonstrate a thorough understanding of customer needs and requirements allowing for clear articulation of our product/brand value proposition
* Work closely with customer service, account management, claims, contracts and any other teams as required or requested
* Maintain business related activity using the customer relationship management system
* Calls, visits, and follows up with contacts at existing and potential clients to market and sell products and services
* Develops sales campaigns in alignment with company goals
* Reviews market analysis information to determine customer needs, volume potential, and pricing

## Qualifications for financial sales representative

* Must be able to influence others, coach and build strong relationships, while still being a strong team player
* 3+ years of proven success from working with complex solution selling to large key clients
* Excellent verbal and written communication skills in Turkish and English
* Fluency in Italian and English (other European languages would be advantageous)
* 8+ years of Sales experience in Financial Services, Software Sales will be an asset
* Can begin working full-time on January 15, 2018