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# Example of Fleet Sales Job Description

Our company is looking for a fleet sales. 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 fleet sales

* Create and maintain a catalog of comprehensive truck chassis and bodies for ready to deliver proposals
* Help quote truck fleet pricing
* Provide support for International Truck fleet sales
* Be fully knowledgeable of Volvo Penta VE & GE features, benefits & competitive advantages
* Establish strong professional relationships with potential and existing fleet accounts
* Provide region CFS domain knowledge for opportunity identification, market price and competition
* Provide region communication path to the CFS product line and sales leadership
* Create close working relationships with Regional Services Sales Leaders and Product Sales Managers and develop and maintain a thorough understanding of their customer base, business strategies, and customer CTQs (Critical to Quality) towards the CFS fleets
* Participate and be vocal in the ‘R’ process for the CFS opportunities and provide key inputs to regions to shape overall strategies to drive wins within these fleets
* Liaise closely with your other CFS regional counterparts to share best practices and learning

## Qualifications for fleet sales

* Fluency in English + local language (depending on the region) required
* Associate’s degree and at least 1 year of business administration experience
* Sales operations administration (ex-administrative support)
* Truck, automotive, or heavy industrial industry
* Intermediate understanding of Finance
* Bachelor’s degree in Business, Sales, Marketing, Engineering or related field