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# Example of Fleet Sales Job Description

Our growing company is searching for experienced candidates for the position of fleet 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 fleet sales

* Maintain documentation on open bids
* Develop an annual business plan and strategy for assigned territory
* Create and develop a positional advantage for Goodyear by analyzing customer needs and recommending appropriate products, services, and maintenance practices
* Gather and compile competitive information to counsel and aid the marketing department in determining Goodyear's position in the market
* Provide training, information, and counseling to customers on new products and services
* Initiate and develop relationships with new and existing customers
* Compose and review programs for national accounts and end users
* Organizing, calendar planning and other administrative tasks
* Attend and participate in industry association events to further develop relationships with customers and potential customers
* This position must meet various contacts that are external and internal to the organization

## Qualifications for fleet sales

* Minimum five (5) years of field sales experience, including value-selling and corporate-level business partnership management is required
* Prior Business 2 Business Sales experience, including developing and implementing business plans, is considered a strong asset
* Strong ability to develop partnerships at the National level, including recognizing problems and developing jointly successful business outcomes
* Knowledge of sales tools / Account management software
* Prior business-to-business sales experience preferred but not required
* Minimum 10 years of strategic sales experience in a business-to-business sales environment