Downloaded from <https://www.velvetjobs.com/job-descriptions/fleet-sales>

# Example of Fleet Sales Job Description

Our company is growing rapidly and is hiring for a fleet sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for fleet sales

* Develop New Fleet Business - identify prospective customers by utilizing market intelligence databases, targeted lists following leads from stores in your territory
* Account Management - regularly contact Fleet Managers of existing accounts via telephone, email or face-to-face
* External Customer Support - act as first point of contact for issues or concerns of fleet customers
* Analyze DTNA Fleet bid history for part number volumes and formats
* Create cross reference database that provides the Pinnacle Fleet Solutions team with an efficient, repeatable process for crossing customer’s part number to a DTNA specific part number format
* Assist with creating RFQ KIP’s and tracking
* Responsible for documenting customer pilot reviews and then coordinating the feasibility assessment of each action item with engineering, materials, operations, and sales, making sure to bring all issues to closure
* Ensure a focussed and targeted sales-approach integrated with any other applicable Hanseaticsoft and LR campaigns
* To identify and pursue business opportunities, management through maintaining and updating of Microsoft Dynamics CRM
* To promote and communicate Hanseaticsoft’s products and services to clients directly, and arrange appropriate visits, presentations and local seminars as required

## Qualifications for fleet sales

* Strong PC skills (Excel, PowerPoint, Database)
* Working knowledge of business development, revenue enhancement and market penetration
* Proposal, Contract, and document management experience
* Effective territory and time management, and ability to set priorities and meet deadlines
* A diploma
* At least 2 years of sales experience- consumer to consumer experience preferred (C2C)