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

# Example of International Sales Representative Job Description

Our growing company is hiring for an international sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for international sales representative

* Follow up on marketing generated leads and conduct research to identify additional potential prospects
* Ability to penetrate target organisations at all levels to uncover critical issues, initiatives and key contacts
* Keep accurate and detailed records of calls made and results achieved
* Achieve activity levels required to meet specified SOPP, pipeline and sourced revenue targets
* Participate in campaign design and briefings
* Act as a representative of the company and represent the company’s interests at all times
* Use company question flow guidelines appropriately and follow detailed briefs to conduct engagement through a variety of channels as defined through discussions with Field Marketing
* Provide feedback and input to Field Marketing to ensure that activity levels are maintained and calling is optimised from inbound & outbound campaigns
* Record details of opportunities and lead notes in Salesforce CRM
* Follow the lead qualification process ensuring lead and activity status is always current

## Qualifications for international sales representative

* Communicate and understand professional level service needs, client staffing requirements, client practices and physician credentials
* Professional written and oral communication skills with the ability to be persuasive and influential
* Effectively work in a team environment, while successfully integrating individual work efforts to meet team objectives
* Conceptually and mathematically able to compute and understand profit margins
* Excellent prioritization, time management and problem-solving skills
* 1-2 years of experience in direct sales and/or phone sales of products or services