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# Example of Market Sales Job Description

Our innovative and growing company is looking for a market 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 market sales

* Support CRM process through data cleansing and research
* Submit adhoc reports at the request of Copeland refrigeration and AC sales and marketing
* Cross train on cooperative funding process
* Support the maintenance and analysis of unauthorized sales reports and rebate credit processing
* Support parts and BOM processes
* Based salary plus bonuses
* Take responsibility for growing our client base through prospecting, relationship management, referrals, cross-selling and attending external events/conferences
* Travel where necessary to see clients face to face
* The ability for regular travel
* In conjunction with Division Sales VP, develops strategic direction and department structure for assigned markets

## Qualifications for market sales

* Minimum of 2 years experience in funeral and/or cemetery preneed sales management
* College degree preferable, but not mandatory
* Two or more years of outside sales and cold calling experience in telecommunications and/or a technology-related field
* Previous experience selling M2M (machine-to-machine) or IOT (Internet of Things) products & data services in the utility, public sector, and commercial business segments is preferred
* Knowledge of LTE wireless technology advancements in products, applications, and services is a plus
* Previous business-to-business sales, versus individual consumer sales, are highly desired