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# Example of Partner Sales Representative Job Description

Our growing company is looking to fill the role of partner sales representative. 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 partner sales representative

* Qualify opportunities and determine appropriate TSS/BP solutions
* Own specific opportunities through sales cycle
* Conduct services sales cadence with Distributors
* Execute sales initiatives in the territory (attach rate, renewal rate focus)
* Distribute opportunity and pipeline reports (MA renewals, warranty exits, new installs, ) to distributors and T2 partners for assigned customers
* Identify and escalate channel conflicts
* Actively participate in the country SSL cadence of TSS to highlight opportunities with partner involvement and contribute knowledge
* Reports locally to TSS Manager or TSS Sales Leader with functional guidance from CEE TSS Channel Leader
* Supports sales by analyzing opportunities, and communicates sales collateral within their area of focus
* Partners with an assigned Bank(s)

## Qualifications for partner sales representative

* HP or Hewlett Packard Enterprise experience strongly preferred
* Open to location
* Development of a call cycle for electrical contractors whilst maintaining service to Wholesalers
* Actively seek new business, ensuring that all sales and margin targets are achieved or exceeded
* Development of new business through building relationships with client base in the region
* Stay abreast and feeding back to the business, trends and market and competitor activity