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# Example of Partner Sales Representative Job Description

Our company is searching for experienced candidates for the position of partner sales representative. 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 partner sales representative

* Work with Finance, Deal Desk, Legal, and Operations teams across the region to facilitate partner sales opportunities
* Approach identified ISVs and sell them on the benefits of partnering with NetSuite
* Help Identify, develop and close sales in the high school and higher
* Identify, develop and close sales in the higher education markets
* Serves as the expert to the Wholeseller partner for complex information in Commercial PC product and solutions
* Maintains Wholeseller account plans to promote sales growth
* Achieves assigned quota for HP products
* Lead generation and prospecting efforts for potential customers
* Record sales activity and track customer data using company-standard customer relationship management (CRM) tool
* Maintain and increase partner’s competence and skill on our products and solutions

## Qualifications for partner sales representative

* Excellent listening, verbal, and written communication skills at all business level
* Internet of Things market and opportunity, specific Industry knowledge and the requirements/impact of IoT to key industries
* Understanding of the value and needs of enterprise class database at the edge and the back end analytics solution
* Strong sales and business development skills in solution selling
* Solution selling to to Technology Partners, ISVs, MSP and other Solution Providers
* Engage, support, and leverage core Product sales teams and key partners