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# Example of Professional Sales Representative Job Description

Our company is hiring for a professional sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for professional sales representative

* Improves WKH market share within the territory by articulating upside to customer for switching to WK products
* Achievement of the regional street sales target
* Planning work schedules, weekly and monthly timetables
* Deliver on sales targets by category, and meet their call cycle objectives
* Build and manage key customer relationship for sustainable business growth, executing customer plans
* Achieve sales forecast of promoted Janssen products and, subsequently, position the key products as preferred in the assigned territory
* Demonstrate a thorough understanding of customer needs and assist in coordinating and implementing sales strategies to maximize sales in assigned territory
* Responsible for interacting with sales and marketing management in setting up product and market initiatives
* Demonstrate product knowledge and assist other in gaining product knowledge, articulate added value for the customer, provide product support/information as needed and demonstrate active listening skills to respond appropriately
* Assist others in the use of data to take relevant business decisions for the territory and identify new or different ways to increase sales goals

## Qualifications for professional sales representative

* Strong business math skills, understanding of channel business measurements and how to deliver business growth our customers
* Experience or background in the residential or commercial paint market is a benefit
* Bachelor's degree (required) from an accredited college or university, and three (3) years demonstrated successful Sales/Marketing experience
* Requires the ability to sit for extended periods, operate a vehicle, communicate via telephone, computer and/or face-to-face contact, vision to monitor and use basic office equipment such as a personal computer, copier and FAX machines regularly in the course of work
* Documented track record of sales success required
* Developing, maintaining and sharing competitive knowledge to leverage in sales cycles