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# Example of Professional Sales Representative Job Description

Our company is looking for a professional 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 professional sales representative

* Promote understanding and belief in the Company’s commitment to achieving extraordinary customer service to achieve long term results
* Work with Product Manager, Sales Leadership, and Customer Service to price products and manage margin structure, manage credit, and collect receivables
* Support all IDP Sharp Product line with emphasis on Professional Displays and B2B AQUOS
* Manages top customers within assigned region
* Acquires new customers from an assigned geography, and/or a set of named prospects
* Build relationships with reseller and end user organizations
* Manage major opportunities and work closely with and leverage the selected channel partners to maximize the revenue opportunities within the territory
* Call on and manage all product registrations and filter to opportunities to RSM’s
* Communicate new product introductions and Sharp pricing changes to appropriate channels
* Assist other sales and services resources when called upon

## Qualifications for professional sales representative

* Diabetes experience highly preferred but not required
* Pharmaceutical sales experience highly preferred but not required
* Qatar residency
* Experience with Higher Education or Public Sector clients is preferred
* High School Diploma or GED equivalent required, Bachelor’s Degree required
* Fluent French (spoken and written) is required