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# Example of Representative, Account Job Description

Our innovative and growing company is looking for a representative, account. 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 representative, account

* Maintaining strong knowledge of all products, pricing and competitive sales offers
* Providing critical market feedback to the Program Manager
* Closing sales and achieve quarterly quotas
* Researching accounts, identifying key players and generating interest
* Maintaining and expanding your database of prospects within your assigned territory
* Teaming with channel partners to build pipeline and close deals
* Performing effective online demos to prospects
* Special projects (Mkt research, MAIC, Implement)
* Become Team Specialist & Leader in key segments/applications as per MM needs
* Responsible for developing PSD business in assigned markets / territories

## Qualifications for representative, account

* Successful sales experience is an asset, preferably in a laboratory environment or science field
* Ability to work successfully in a highly virtual, highly collaborative environment
* Language proficiency, with complete fluency in English and preferably additional languages as well such as French, Spanish, or German
* High school diploma or its equivalent, Associates or Bachelor’s degree preferred and/or equivalent experience
* Previous field sales experience is desired, but not mandatory
* Driving market penetration and coverage of PSD solution thru existing industrial and safety suppliers, by doing territories/markets/customers analysis and planning, developing customers’ need for final purchasing order with smooth operation