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# Example of Sales Business Sales Representative Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of sales business sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales business sales representative

* Undertake market research for Ontario and Canadian Markets
* Sustain activity levels
* Report daily activity, including contact information, appointments set, follow-ups
* Devote over 50% of their time at customer sites generating account growth with planned quality meetings, prospecting to develop new business
* Proficiency in business sales applications to ensure accurate and complete information within the appropriate database
* You will identify, nurture and close mid-market accounts through a combination of phone and face to face sales calls
* You will synthesize advertiser feedback for input into product development and will occasionally attend and speak at industry conferences
* You will provide consultative and strategic marketing guidance for our customers and troubleshoot and optimize their marketing campaigns
* Research, contact and track a prospect list
* Follows all defined processes and timelines (ROE, SOW requirements, deal review process, price sitting, service level requirements, demo scripts, expenses)

## Qualifications for sales business sales representative

* Minimum of 2 years relevant sales/marketing experience
* A two-year degree or years of work experience
* Outside field work will be necessary from time to time, , overnight travel on average of 50% of the time
* Customer entertainment and trade show attendance is required when and where necessary
* You have a proven ability to meet sales goals and have cold-calling/Telesales experience
* Experience selling in the AdTech industry is a plus