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# Example of Sales Business Sales Representative Job Description

Our innovative and growing company is hiring for a sales business sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales business sales representative

* Achieving predefined B2B sales targets and maximizing the revenue in order to contribute to company's strategic targets
* Maintaining and developing existing and new customers, quality of service, business growth and customer satisfaction
* Perform regular meetings with customers according to a defined plan available in the company systems based on the respective procedures and frequencies
* Monitoring competition through all communication channels
* Identifying and following up on new prospects and referrals resulting from field activity
* Prepares regular reports regarding the fulfillment of overall duties, as per request of her/his supervisor
* Other duties as requested from the supervisor
* Establish professional and deep relationships with key personnel in assigned customers and prospects
* Develop and maintain sales pipeline and provice an accurate forecast
* Develops, maintains and improves relations with existing and potential customers in the assigned district/area

## Qualifications for sales business sales representative

* Consideration may be given to a candidate with a degree in lieu of experience
* Professional and credible communication style - key focus on telephone communications
* Able to manage multiple stakeholders and departments to deliver on our objectives
* Ability to critically think & learn how to actively listen to customers needs
* Not afraid to objection handle
* Experience in sales or within an inside sales or sales development function