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# Example of Sales Person Job Description

Our growing company is looking to fill the role of sales person. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales person

* In conjunction with the National Parts purchasing organisation, to arrange for the local purchasing of parts as necessary
* To deal with non VCE product enquires and source the parts required via the local source
* To assist other senior management with parts questions and analyses
* To arrange, in conjunction with the Warehouse Manager, for local transport to satisfy customer requirements
* Identify and on-board customers and downstream recycling applications for the materials that the company collects
* Identify and manage processing facilities that possess the equipment necessary to convert the company's raw material supply into a usable recycled plastic (sorting equipment, shredding equipment, wash/dry equipment, extruders to produce pellet, ) as required by some downstream outlets
* Develop and maintain a sales pipeline consisting of traditional sales of items that are already in our possession, items that we may be able to source from an outside vendor to meet a customer’s needs
* Develop and manage closed-loop recycling programs for vendors and customers who want to use their own recycled material back in their supply chain
* Work closely with Operations Team and Warehouse Staff to keep warehouse items consolidated together with “like” materials so that they can be moved downstream more easily
* Communicate with internal teams to update them on the progress of the material solutions related to their brand accounts

## Qualifications for sales person

* Invoicing process understanding
* Any formal qualification
* Previous experience in the constructions industry
* Good knowledge of both the product and Company systems
* Knowledge of the customers’ needs related to this industry
* To have a reasonable knowledge of inventory management theory and techniques and to be reasonably numerate