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# Example of Sales Professional Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of sales professional. 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 sales professional

* Develop and maintain an effective business relationship with customer accounts within an assigned industry or territory segment
* Collaborate to understand clients business and recommend solutions that support the successful implementation of a client's business strategy
* Review the client's business issues and consult on solutions or alternatives
* Utilize established techniques to provide successful solutions for assigned clients
* Assist in forecasting business volumes by using market knowledge, techniques and tools,etc
* Ensures business is conducted within business ethical guidelines
* Communicate with current and prospective customers, provide information about our product and services
* Be comfortable speaking with high school students and administrators
* Be comfortable doing elevator speeches and sales pitches
* Performing all required sales activities for the assigned territory and accounts including

## Qualifications for sales professional

* Prospect and obtain referrals
* Work in the community to advocate the benefits of pre-planning funeral arrangements
* High level of comfort in using computer systems
* Bilingual in Spanish/English is highly preferred
* Must have a Funeral Directors Lic
* Must be a Licensed Funeral Director and Embalmer