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# Example of Sales Representative Job Description

Our innovative and growing company is hiring for a sales representative. 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 sales representative

* Selling commercial waste and recycling services
* Assists customers with problem resolution
* Achieves individual sales and profitability goals while contributing team support
* Regular attendance is an essential function of the Sales Representative position
* Offering existing customers continued service
* Provide high quality and efficient sales presentations to customers
* Maintain, at a minimum, target levels of sales, productivity and performance
* Document customer interactions and account resolutions
* Contribute to the team environment by assisting fellow employees and participating constructively in team meetings
* Visit existing and new customers, access their needs and characteristics

## Qualifications for sales representative

* Experience traveling extensively within the Pacific
* You will support the depot in growth and maintaining its customer base
* A resourceful and determined approach will enable you to grow existing business, secure potential leads and create accounts for the depot, with the objective of achieving and exceeding targets
* Have an extensive knowledge of Howdens products
* You will have the ability to work independently and motivate yourself
* 1 to 3 years of experience in sales, tourism or marketing