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# Example of Sales Representative Job Description

Our company is growing rapidly and is looking to fill the role of 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 representative

* Selling waste and recycling removal services to in and around the Denver metro area
* Learn to develop sale solutions and competitive pricing strategies
* Communicate value propositions to customer
* Propose sales solutions to customers and reevaluate solution where necessary
* Learn to close sales opportunities by gaining purchase orders and executing all order fulfillment procedure
* Provide excellent customer service and facilitate long-term relationships for repeat business
* Responsible for equipment sales and rentals to a customer base including heavy civil contractors, general contractors, building contractors, utility contractors, & municipalities
* Preparation of weekly sales forecasts
* Maintaining application and product expertise relative to customer base
* Completion of competitive business reports

## Qualifications for sales representative

* Comunication and negoatiation skills
* Ability to facilitate and present programs on the application and uses of company products
* Undergraduate degree in Chemistry or related field
* A minimum of five years direct sales experience selling analytical instrumention
* Must be 18 years of age or older and eligible to work in the United States
* Able to accommodate a flexible schedule, as needed