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# Example of Sales Wholesale Job Description

Our growing company is searching for experienced candidates for the position of sales wholesale. 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 wholesale

* Provide guidance and review the activities of distributor sales personnel
* Analyze and evaluate assigned accounts regarding sales trends and potentials, competition, economic/business conditions, and performance
* Responsible for maintaining and growing business within a geographic region of 12-15 states with an EBITDA of approximately $600,000
* Generate profitable sales at strategic supply locations by negotiating sales agreements with resellers and end-users
* Assist Wholesale Supply Manager in the development and implementation of the annual Wholesale supply and transportation plan
* Manage wholesale working capital inventories to meet corporate cash flow objectives
* Develop and maintain strong personal relationships with approximately 100 customer accounts
* Develop and implement customer supply programs
* Monitor annual supply & customer pre-buy contract performance
* Achieve company credit currency targets

## Qualifications for sales wholesale

* A successful track record closing deals and delivering results
* Time management, organization, and customer service skills are essential for this role
* Active arrangement of client meetings
* Increase fund sales figures and develop business with existing clients (Institutional-Mid size Wholesale – Fund Selection Unit)
* Business development and network development
* Develop product strategies by means of client demands