Downloaded from <https://www.velvetjobs.com/job-descriptions/senior-rep-sales>

# Example of Senior Rep Sales Job Description

Our company is growing rapidly and is hiring for a senior rep sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior rep sales

* Probe to understand and confirm customer’s needs, handle objections and gain commitment
* Represent company at industry conferences and maximize potential by targeting specific customers to gain sales leads, and pursue opportunities to promote the company’s product portfolio
* Responsible for inventory at sites to include shipments, usage and return of product
* Leverage experience and knowledge of the AH-64 Apache and the US Army customer, specifically the US Army Aviation Enterprise
* Meet deposit, occupancy, and all other activity goals by renting independent living, assisted living and memory care apartments
* Responsible for 50 call-outs a week to qualified prospects, 5 appointments/ tours a week and 4 / 4.5 rental sales per month according to sales goal schedule
* Implement a disciplined approach needed for an effective sales process and sales cycle for each prospect
* Give professional well planned, strategic presentations to potential residents
* Coordinate and strategize creative follow-up for all leads on a timely basis to secure appointments and deposits
* Responsible for implementing the sales responsibilities as outlined in the move in policy and procedure

## Qualifications for senior rep sales

* 5+ years of successful technical sales or paper process engineer experience
* 5+ years of successful technical sales experience or process engineer in the Pulp & Paper industry
* Experience in outside sales
* Self-starter with the ability to support multiple locations
* Must have an aptitude for D.I.Y
* Proficient in MS Office (Excel, PowerPoint, and Outlook), Windows, Internet