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

# Example of Senior Rep Sales Job Description

Our company is searching for experienced candidates for the position of senior rep sales. 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 senior rep sales

* Ensure all documentation in database is entered in a timely manner and scheduled activities are current
* Work to develop database, to build a referral network
* Sell in highly competitive market
* Ability to call on CXO level effectively
* Developing and executing the strategy, funding requirements and action plans for successfully protecting and growing the business while interfacing on a routine basis with senior military officers within DoD, Air Force, U.S. Strategic Command, and other U.S. Government agencies
* Maintains and consistently grows market share across all product lines
* Identify opportunities within current and new customer base
* Leverage the full product portfolio to maximize sales and share performance
* Monitors key market trends and competitive market information and informs sales management of relevant data/changes
* Ensure maximum coverage of all accounts within territory geographic areas to maintain optimum level of exposure and effective time management

## Qualifications for senior rep sales

* Frequent required travel to customer clinics, hospitals and offsite meetings
* Technical acumen understanding of networks, software, licensing
* If the candidate has10 years medical industry sales experience (selling physician preference products) in hospital environment with 8 years selling to interventional cardiology or cardiac surgeons, then the position may be filled at the Principal level
* This position requires on-call time
* Ability to transport product/equipment from car to hospital
* Ability to travel extensively with ease (approx