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# Example of Senior Rep Sales Job Description

Our company is growing rapidly and is looking for a 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

* Influence and Selling
* Identify, establish and maintain productive working relationships with key decision makers, customers and their staff, administrators, that drive business and therapy adoption
* Drives value in accounts through disciplined pricing resulting in strong ASPs
* Effectively uses contracts to drive high compliance and pull through of all products
* Leverage APV, Corporate Accounts, and CVG partnerships to capitalize on partnership and contracting opportunities
* Probes to understand and confirm customer needs, effectively engages and overcomes customer objections
* Effectively plans and manages referral marketing resources to drive expected outcomes
* Effectively builds consensus, gains appropriate commitments and closes business
* Plan and implement effective sales/product presentations to customers
* Maintain and expand existing business

## Qualifications for senior rep sales

* Demonstrable success in previous employment indicating high level of sales performance
* If the final candidate has less than 5 years of combined clinical specialist and sales experience with a medical device pacing company then the position may be filled at the Sales Rep level
* This position may be hired at the Principal SR level if the candidate has 15 years of combined clinical and sales experience in cardiac pacing
* 5+ year’s sales experience in a hospital environment
* Experience selling to Pediatric Interventional Cardiologist and or Pediatric Cardiac Surgeons
* Candidates with 10+ year’s sales experience in a hospital environment