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# Example of Senior Sales Representative Job Description

Our company is hiring for a senior sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for senior sales representative

* Working directly with key accounts in the region to improve performance using slag and other non-core Lehigh products
* Working with design professionals, contractors, government agencies and industry associations to develop specifications and grow the market for these products
* Developing and monitoring results of competitive products through a formalized cement testing program
* Delivers the planned results (AOP) \*LI-CB1
* Develop sales forecasts by product line, markets and major customers
* Works as Internal Sales Representative on problems of moderate scope where the analysis of sales data requires a review of a variety of factors ussing Root Cause Analysis
* The development of the solution requires a multi-disciplinary approach and knowledge of basic internal sales principles, -theories and -concepts
* Formulates the solution for (technical) partial problems by combining previous experiences based upon technical analysis and internal sales (feasibility) studies
* May lead small internal sales projects, managing a small number of people
* Identify, prospect, quantify and define business opportunities within your territory, in order to achieve sales targets

## Qualifications for senior sales representative

* Team player and able to build relationships quickly
* Fluent in written and spoken Danish
* Good grasp of English language preferred
* Manage Customer Relationships - Manages customer interactions and relationships to maximize sales opportunities
* Strong technology skills, including proficiency with MS Office applications (proven ability to manipulate data in Excel) with CRM and ERP systems
* Minimum of 5+ year’s sales experience in the concrete industry or related field