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# Example of Senior Sales Representative Job Description

Our company is growing rapidly and is looking for a senior sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for senior sales representative

* Works directly with the Regional Manager to strategically identify targets and opportunities
* Be a resource within the assigned territory and region to ensure that opportunities for case coverage are met
* Be a product expert within the territory and for the customer during case support activities
* Responsible for achieving or exceeding the assigned quota
* Conducts all business with customers in a manner that adheres to healthcare compliance guidelines & FDA Guidelines
* Time and territory management goals are met
* Grow business substantially in territory
* Additional responsibilities include consistent coordination between Space & Missile Systems (S&MS) and Phantom Works in the development of plans for market shaping, entry, and planned successful execution in support of the Long Range Business Plan and eventual business capture
* Customer management and capture team coordination for validating and creating business opportunities
* Creativity in providing comprehensive and competitive solutions to meet the customer requirements in a highly dynamic technical/political environment is paramount

## Qualifications for senior sales representative

* Advanced degree in business/medical/biomedical engineering viewed favorably
* Prior sales experience would ideally include medical device sales experience selling to hospital, ICU, post-operative suites and clinics
* Must be a Singaporean or PR
* Minimum 8 years of related sales experience
* Standout colleague over individual success
* You have the ability to handle your territory and organize customer visits with an efficient travel schedule