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# Example of Senior Sales Representative Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of 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

* Assist Director of Sales when it comes to preparing for trade shows, sales missions, and promotional events
* Works with clients to plan, coordinate, and ensure that your booked events are world-class experiences
* Cultivates client relationships both while planning and well after
* Generate and develop new customer accounts to increase revenue by conducting in-person visits, giving informative presentations, participating in tradeshows, conventions and industry seminars to promote the full business unit offerings
* Contribute to business planning process, plan implementation, and execute a personal sales strategy with minimal supervision
* Follow and manage customer value plan for existing customers, identifying key value opportunities
* Secure orders from new and existing customers through a relationship-based approach
* Coordinate sales effort with marketing, management, accounting, engineering, logistics and service groups
* Build and foster a network of referrals to drive new opportunities for revenue growth
* Negotiate orders including technical, commercial, and legal details for written proposals

## Qualifications for senior sales representative

* You have the ability to lead strategic accounts and complex customers
* You can communicate with customers' staff at all levels (from Junior Purchasers to Managing Directors)
* You are an open, honest and reliable personality
* Focused and reliable in executing company processes
* You are the daring hunter type of person
* Required bachelor’s degree in business or technical discipline