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# Example of Senior Sales Representative Job Description

Our growing company is hiring for a senior sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for senior sales representative

* Support development of strategies and tactics using in-depth knowledge of customer needs, Spectrolab products and competitive environment to foster business growth with acceptable margins
* Align the content and value proposition of the event to the prospective sponsor’s business initiatives and goals
* Provide timely collection of sponsorship revenues
* Achieve high levels of customer satisfaction among sponsors
* Clearly communicate the established sponsorship programs to prospective sponsors
* Achieve Personal Safety targets both on an individual basis, contributing to the overall Fall Protection Divisions goals
* Growing existing PSD business by identifying and acquiring new business opportunities aligned with the Personal Safety Division growth objective
* Nurturing business relations with key accounts and end-users
* Customer events, seminars and education activities
* Daily usage of the CRM system, maintain & utilize the database, record the business opportunities

## Qualifications for senior sales representative

* You possess strong project management skills
* Other Requirements – Knowledge of equipment leasing
* Retain and grow customer base
* Understand financial goals and expectations of company
* A minimum 3 years of sales experience in retail or wholesale sales
* Carry detail bag weighing up to 20 pounds