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# Example of Service Sales Representative Job Description

Our company is growing rapidly and is looking to fill the role of service sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for service sales representative

* Performs other related duties as assignedSearch Jobs US
* Willingness to drive to each scheduled account, and accountable to build territory through solicitation of new accounts within geographic region
* Meet regularly with Territory Manager to discuss chain programs, competitive activities, and store-level opportunities
* Ensures compliance with credit and returns policies
* Controls account receivables for assigned accounts, and furnish updates to management as requested
* Accountable for completion of assigned tasks
* Maintains current product knowledge and features and benefits of all services and equipment
* Creates and implement sales plans and strategies to accomplish territory goals to meet and/or beat budget expectations
* Identifies prospects and sells their respective imaging services to referral sources through lead generation, cold calling, and regular visits to potential and existing accounts in efforts to grow territory and increase company revenue
* Establishes relationships with referral sources and their staff to service and grow the relationship

## Qualifications for service sales representative

* Promote and sell a complete range of service products – maintenance contracts, training and other consulting services - growing sales and achieving targets for existing and target accounts
* Work cooperatively with product sales counterparts to plan and coordinate selling approach to target accounts
* Maintain current knowledge in all applicable subjects relating to our business including ISO guidelines, regulatory requirements or quality initiatives
* Cover a territory with about 50% overnight travel
* BS Degree in Marketing or Business coupled with 1 to 2 years experience in roofing/building materials industry and a strong knowledge of industries, processes and systems
* Ideal candidate has a combination of retail sales & customer service along with an interest in becoming a Territory Manager