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# Example of Services Sales Representative Job Description

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

## Responsibilities for services sales representative

* 25% - Presentation on benefits of outsourcing the management of IT environment
* Effectively utilize various internal resources and stakeholders to scope and develop proposals close opportunities to achieve quota
* Sales of Consulting Services with individual bookings target for fiscal year period
* Close alignment with SaaS sales team to attach implementation and other consulting services to the SaaS subscriptions
* Work with consultants to ensure successful delivery of services
* Sell additional implementation, integration, data migration and other expert services to existing customers
* Responsibility for the complete sales cycle from lead generation up to order processing
* Manage every aspect of the sales process—from partner awareness, lead qualification, pursuit, etc through closing the deal
* Accurately forecast opportunities
* Primary responsibility may include finding and generating new customers

## Qualifications for services sales representative

* Identifies customer needs and supports the partner to quote service upgrades, and renewal options
* Identify potential tech refresh opportunities based on system age, increasing renewal values and/or EOS schedule and collaborates with field team on strategy
* Maintains Installed base and contact data in CRM system
* Identifies partner capability gaps and coordinates with channel organization to address these
* Supports business planning activities with the account team
* Prepares forecast reports