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# Example of Services Sales Representative Job Description

Our innovative and growing 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

* Transactional and relationship selling within a team of selling professionals
* Call customers in assigned territory and explore their needs, develop the appropriate solution and close the deal
* Manage a pipeline of sales opportunities independently and provide accurate forecasts Take ownership of the complete sales and fulfilment process
* Continuously broaden & deepen technical product skills
* Cooperate with international team of technical, pre-sales and consulting resources based in EMEA to advance the sales process, achieve/exceed quarterly services revenue, and profit targets in your assigned territory
* Help our customers (large enterprises, global accounts) on the market to take advantage of our services value proposition
* Be selling factory customization services, pc lifecycle services, pc warranty services
* Be working with people based in other countries, so work from home is possible
* Technically savy on technology adoption and have Enterprise Architect exposure and skillset a bonus
* Identify & prospect new business while maintaining & expanding services to assigned customers

## Qualifications for services sales representative

* Bachelor degree or equivalent professional work experience in sales / telesales
* Must be willing to negotiate with clients and drive services sales
* Motivated attitude and comfort with cold-calling
* Strong organization skills, team lead experience
* Inside Sales background is helpful, but not required
* Deep understanding of services business required