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# Example of Services Sales Representative Job Description

Our innovative and growing company is searching for experienced candidates for the position of services 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 services sales representative

* Researches and develops customer base and market opportunities identifying new business
* Keeps customers informed about our company and products
* Recommends solutions based on customer's specific needs and interests
* Develops and maintains constructive and cooperative relationship, internally and externally, during all phases of the commercial process
* Ability to identify and engage senior cross functional resources, regardless of geographic location, to achieve goals and meet customer needs
* Increase overall Services revenue and content rate within the Core Sales Segment
* Proactive sales activities using all available tools and systems
* Provide business updates on a regular basis to all stakeholders as required
* Operational support and sales teams training
* Prepare Technical and Commercial offers and submit them to customers within closing dates

## Qualifications for services sales representative

* 2 years of experience in Relevant sales/sales management experience, or the equivalent combination of education and experience
* Requires you to sit and work at a computer for extended periods of time in a small cubicle area
* Adherence to firm, pre-determined break periods
* A Bachelor’s degree required or higher
* A minimum of 3 years of proposal, sales and or inside sales expereince
* Experience in closing services levels agreements