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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. 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

* Collect and share competitive information market entry and territory data from the field to assist in marketing strategies to define sales and business development activities
* Interface with customers in a professional and effective manner to update them on the project status and/or to resolve problems/issues
* Orchestrate sales Execution to customer satisfaction, linking all process owners
* Directly managing Account Managers (Sales Generalists) in a specific channel sales region
* Developing and implementing sales strategies to drive organic growth in the assigned sales market
* As a member of Regional leadership team ensuring seamless teamwork with the Service delivery and other channels to provide total customer satisfaction
* Create compelling, personalized ACS propositions for targeted prospects/customers
* Initiate demand generation and Marketing programs
* Responsibility for conducting territory analysis and associated business creation activities within the assigned accounts
* Being the main point of contact for a current book of business

## Qualifications for services sales representative

* Excellent MS office and presentation development skills
* Ability to demo SaaS solutions and match requirements to services scope
* Experience with ERP and/or HCM applications and implementations
* Ability to differentiate between customization and configuration
* Technical or business studies – or comparable knowledge level based on relevant apprenticeship / work experience
* Experience in IT (inside-)sales environment or IT delivery environment