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# Example of Software Sales Representative Job Description

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

## Responsibilities for software sales representative

* Coordinate with marketing team to develop marketing plans that accelerate our customer sales cycle
* Consistently and accurately record all sales activities in Salesforce.com
* Work with onboarding and delivery teams to proactively address any obstacles with new customers
* Work closely with other departments to ensure completion of the sale and/or other sales operations requirements
* Take prospect from initial contact phase to qualified phase over the phone
* Present product solutions virtually
* Leverage sales enablement tools (Eloqua) when prospecting
* Meet and exceed pipeline contribution goals
* Work seamlessly with field sales team, seeking feedback on passed leads
* Respond quickly to inbound leads

## Qualifications for software sales representative

* Articulates effectively the value proposition associated with Quest software products and services
* Recommends business solutions considering customer needs and Quests interests
* Builds relationships with customers based on knowledge of Quest’s technology, products, and services
* 2+ years of relevant sales experience, preferred in software
* Able to learn full range of Quest Software products and services and to identify how these products and services align to customer needs
* Basic indirect Leadership skills and leverages experiences to lead individuals and team