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# Example of Specialty Sales Job Description

Our innovative and growing company is looking for a specialty sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for specialty sales

* Responsible for Food Safety of any product cuttings (temperature, HACCP
* Manage and monitor deliveries to the routing schedule published by the transportation department
* Maintain minimum revenue quota, margin quota and minimum sales volumes on a quarterly basis and maintain a 12 month sales forecast
* Travel to trade shows, classes, seminars, and any other activities outside regular responsibilities as directed by management
* Conduct effective sales communication with customers
* Originate and submit all sales orders accurately and efficiently
* Provide sales and business operations support to other personnel
* Lead all strategic planning and business case template efforts for the organization
* Manage all business development efforts for pharma, payor, lab and other business partners
* Mentor and develop strategic skills across the organization

## Qualifications for specialty sales

* Frequent ability to drive to or fly to various meetings/client sites
* The Specialty Sales Consultant is responsible for the promotion and sales of key products at designated targeted accounts
* Utilize online platforms for communication and marketing in order to scale opportunity and access – LinkedIn, FaceBook, WordPress and other examples
* Must be proficient with current MS Office software
* Associates or Bachelor’s degree with related Customer Service, Sales, or Marketing Experience
* Experience with SAP, Salesforce.com, Microsoft Dynamics highly desirable