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# Example of Systems Sales Representative Job Description

Our growing company is searching for experienced candidates for the position of systems sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for systems sales representative

* Understand and explain features, benefits, and technical aspects of the full rental product line
* Demonstrate expert knowledge of the competitive market
* Assist customers with determining rental equipment needs
* Maintain professional atmosphere and follow the specific mission statement established by the department
* 24-hr availability for emergencies and customer support
* Grow new customer base and retain existing customer base for both Temporary Power and Industrial Temperature Control rental equipment
* Territory to be assigned in major metro market
* Responsible for territory development and management
* Leads PG&F sales efforts within the PG&F portfolio to exceed sales growth and assigned forecast within assigned key accounts and geography
* Implements and drives business plan, aligned to the PG&F strategic plan to ensure rapid market penetration of new products and technologies

## Qualifications for systems sales representative

* Bachelor's and/or Master's Degree in Electrical Engineering, preferred
* Excellent knowledge of power generation systems
* Good presentation ability/skills (the ability to present customers …..) are a must
* First Academic degree is nice to have
* Minimum of 3 years of a proven track record of sales in the B2B space, preferably in the Fire Safety industry or a similar industry (Construction, Building Products, Elevator)
* Familiarity with or having worked for any of the AIS supplier manufactures