



Example of Applications Sales Job Description

Powered by www.VelvetJobs.com

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

Responsibilities for applications sales

- Ensure that all customer order documentation requirements are compiled within the required time-scales, including submission and progress of Letters of Credit
- Support a range of process type enquiries and propose suitable technical and commercial solutions to the customers' requirements
- Ensure that products are sold profitably as determined by the business
- Ensure response to enquiries, orders and all other activities are according to identified time-scales
- Ensure that customer complaints are acknowledged within 12 hours and that necessary remedial action is taken within the Company
- Liaise with all departments in the Company, customers and distributors
- Develop and maintain knowledge and work within Company policies, practices, systems, procedures and product knowledge
- Ensure all orders that result from a quotation conform in all aspects to the terms offered before processing / entering the order on to the system
- Evaluate requests for returned goods and liaise with operations to ensure the initial paperwork is raised for action in accordance with the returned goods procedure
- Direct the activities of the Sales/Applications Engineering group by developing specific goals and taking effective actions to improve how we do business with our dealers our internal customers

Qualifications for applications sales

- Must have experience selling into Large Retail accounts IE Macys, Nordstrom, Home Depot
- Experience in selling Supply Chain (notably-Warehouse Management (WMS), Planning, Replenishments/Allocations, POS, Store Operations and RPO (Retail Profit Optimization) is a plus
- 5 years applicable experience and a successful sales track record
- Solid software experience
- Is aware of personal strengths and weaknesses and seeks self-improvement
- Fluency in Finnish and English is mandatory