



# Example of Applications Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of applications sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for applications sales

- Close sales cycle by converting referred customers to rent-to-own agreements
- Educate referred customers on price options, features, and/or benefits of rental agreement
- Any other duties assigned by the sales manager
- Provides strategic guidance to pursuit teams for assigned customers during the solution development process to ensure alignment with overall company sales and client business strategy
- Analyses existing industry, market and IT (information technology) services best practices and trends alliances to evaluate and ensure company solutions and services are meeting the needs of clients
- Applies acquired process, product and/or equipment knowledge based on current industry trends, competitive practices, performance, price and market position
- Performs complex hardware and/or software design in accordance with customer/project needs
- Generate sufficient sales activity in your assigned territory in order to achieve quarterly sales targets, tasks will include but not be limited to cold calling, client meetings, trade event participation, quotation preparation and contractual negotiation
- Partners with Inside Sales and Industry/Offering team to partner on new opportunities

## Qualifications for applications sales

- Ability to promote self-organization within a team collaborate and communicate effectively with upper management, stakeholders, and other external dependencies
- Expected to quickly develop knowledge of TMC vibration control products and customer applications
- Experience with Salesforce, or other CRM, a plus
- Associate Engineering Degree required
- Industry experience – sufficient experience, must have a minimum 5 years in either consulting services or IT sales
- CX or SaaS sector knowledge – ideally a minimum of 3-5 years experience in the Applications Sales industry