



Example of Business Representative Job Description

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Our growing company is hiring for a business representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for business representative

- Manages deliveries to the routing schedule published by the transportation department
- Manages all mid-tier (sales) customers within the business and community group segment for assigned district
- Develops new business strategies, penetrates existing accounts, and minimizes lost business to achieve profitable sales growth and special objectives within assigned territory
- Ensures execution of broad marketing programs and initiatives at the local level
- Advises District Manager(s) on business and community trends and landscape including competition, market economics and demographic insights
- Routinely provides reporting on business/organization customer performance metrics to management team
- Participates in cross-functional partnerships across organization to achieve goals
- Become a product expert and host web appointments with prospects to communicate the value of our product
- Partner with experienced Account Executives to help fill their pipeline
- Meet or exceed productivity requirements

Qualifications for business representative

- Proficiency MS Office programs – Outlook, Excel, Power Point and Word

- Two years successful experience in an outbound sales environment positioning a service or technology solution - software experience preferred
- Excellent telephone selling skills are a must
- Ideally 10 years proven experience with in the nuclear industry
- Hands on experience of reactor decommissioning (preferably PWR or BWR) – ideally, having successfully led a defined aspect of the decommissioning