



Example of Business Representative Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking 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

- Prepare and execute sales calls
- Identify opportunities for account penetration and acquisition
- Negotiation ability that lead to mutually beneficial deals
- Manage the portfolio pipeline via SalesHub
- Re-Engagement or "Winback" calls on inactive and underperforming BX accounts or accounts with declining revenue performance
- Keep abreast of Specialty Leasing trends in the industry and the local area competition
- Ensure all specialty leasing retailers are adhering to the company operating procedures
- Scheduling appointments, meeting existing referral sources/community partners (approx
- Pro-actively prospect via cold calling into net new greenfield prospects
- Conduct Outbound Strategic Business Development activities, which would include telemarketing and tele-prospecting, in concert/communication with Account Executives and Field Marketing, with the objective of creating marketing qualified leads for the sales force

Qualifications for business representative

- A resourceful self-starter and highly motivated individual
- 2-5 years sales and/or sales operations experience preferred
- Ability to research and draw conclusions with minimum supervision

- Extensive knowledge of AA's SMB programs, Business Extra and AirPass, to be able to easily identify upsell opportunities