



# Example of Consultant, Sales Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our growing company is searching for experienced candidates for the position of consultant, 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 consultant, sales

- Sell and close Del Webb products
- Sell and close Pulte/Centex/Del Webb products
- Create and maintain excellent relationships with our customers
- Maintain strong knowledge base of all new vehicle makes and models
- Follow up on all sales leads from a variety of sources (phone, walk-ins, newspaper ads, referrals)
- Work with Sales Managers to ensure individual and department sales goals are met
- Exceed targets for sales, customer service, debt and branch standards
- Maintain professional standards of product knowledge
- Achieve and maintain stock levels and availability, carrying out testing of equipment as required
- Ensure location is maintained to our 360° brand

## Qualifications for consultant, sales

- On a daily basis, keep full and accurate information on SBMS regarding contract chasing, customers' extras, and all communications with the customer and any other matters concerning the plot
- Reservations to be input directly into the computer system
- Ensure CML's are faxed to divisional office to ensure notices are served in line with monthly targets

- 5+ years' experience in sales or sourcing related role
- Experiences with Walmart, Home Depot or Office Depot is a plus