



Example of Consumer Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of consumer sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for consumer sales

- Plan and prioritize sales activities to generate sales volume and meet assigned targets
- Manage the sales territory assigned to the different door to door sales teams to minimise impact to customers and conflict over territory
- Perform Order Entry and Management by entering all vehicle orders into SAP and managing the order process through to production planning, managing order metrics by region & Territory Sales Manager
- Create and manage marketing and sales programs including contract and objectives by entering data into SAP to drive programs, TCF Floorplan terms, discount levels, co-op marketing calculations, and rebate programs
- Assist with regional inventory management of Territory Sales Managers' demo vehicles marketing's field vehicles
- Partner with field sales representatives in assigned accounts to follow-up on requests and strengthen customer relationships
- Maintain a high level of product knowledge, competitive product knowledge and an understanding of market dynamics that may impact sales
- Provide support to sales queues, as requested
- Lead, train and develop sales force and implement system whereby reps are accountable to mutually agreed upon objectives
- Proposes and implement sales strategies

Qualifications for consumer sales

- Very good communication skills and team work ability
- Enthusiasm, good self-motivation
- Have new ideas on how to grow our customer base
- Excellent knowledge of MS Excel (formulas, pivot tables, macros)
- Knowledge of e-commerce platforms and other standard e-commerce tools