



# Example of Consumer Sales Job Description

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Our company is looking for a consumer sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for consumer sales

- Support Sales consumer tires (Goodyear, Dunlop, Fulda, Sava) on the territory of the Republic of Croatia
- 3-5 years of sales experiences on similar positions, experiences in tires and rubber industry is advantage
- Good sales and coaching skills
- Responsible for review of individual and team reporting on a regular basis to ensure that program KPIs and goals are met
- Assist in onboarding, training and integration activities for all new hires in collaboration with Manager and other internal functions
- Conduct regular coaching meetings and observation of live calls for each team member, facilitate monthly call review with team members to observe recorded calls
- Ensure that direct reports effectively operate computer-based contact/database management program and accurately complete customer profile, relevant post call notes, sample activity, literature fulfilment requests, possible follow up steps
- Provide direction to the team on administrative and program/project related issues and questions
- Develop/execute overall market strategy to increase volume, market share and profitability
- Provide regular reporting to Production Manager on performance

## Qualifications for consumer sales

- Valid driving license B category
- At Rogers, success is determined by the strength of our people
- Must be able to learn new software applications, preferably, very efficient in SAP
- Ability to prioritize assignments to result in efficient and thorough turn-around times for daily and deadline sensitive duties