



Example of Contract Sales Job Description

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Our company is growing rapidly and is looking for a contract 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 contract sales

- Collaborate with Territory Account Managers, Agronomists and local DEKALB dealers to effectively communicate agronomic information and sales messaging when conducting farm calls, attending field tours, or calling on local retailers
- Coordinate, attend and participate in trade shows, meetings and customer demand creation events / tours as required
- Assist Area Sales Manager, Territory Account Managers in the development, tracking and monitoring of annual territory business plans and continuous improvement to web based dealer applications
- Lead DEKALB project teams and / or assignments as determined by DEKALB Area Sales Manager
- Manage DEKALB dealer network in the Maritime Provinces
- Periodic travel (4-5 times per year) to Maritime Provinces is required
- Exceed quarterly and annual sales targets
- Maintain and update Salesforce records to summarize all customer and partner contacts and opportunities
- Open sales order, contracts and input to the system
- Coordinate and follow-up with finance/accounting/legal team and Sales team for sales/order related matters

Qualifications for contract sales

- In-depth knowledge of the contracting process, ideally with IT related products
- Working knowledge of the Appliance/ Builder trade experience
- Applicants should have strong merchandising experience and possess proven sales and closing skills, with competence selling indoor appliances to builder markets
- Ideal candidates should have high energy level and exhibit exceptional interpersonal and selling skills