



# Example of Contract Sales Job Description

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

Our growing company is looking to fill the role of contract sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for contract sales

- Gain extensive sales experience working closely with our Account Executive team
- Leading follow-up, new business development, lead generation, building customer relationships, consulting extensively to assess customer's needs, follow-up throughout the sales and service cycles, and delivering high quality results
- Ensuring that customer concerns are addressed and resolved in a positive and friendly manner
- Gaining market share by providing sales support (technical, marketing, management, ) building new relationships in order to
- Attending trade shows and industry functions to support growth
- Developing, owning and managing the Territory's pipeline of opportunities (sales funnel)
- Promoting high value products to ensure optimal profitability
- Working with internal/external resources as required to grow and develop a healthy pipeline of opportunities
- Aligning marketing initiatives to optimize sales performance
- Maintaining an updated & current forecast of volume, margin and revenues based on the pipeline

## Qualifications for contract sales

- Good Project Management skills and education/experience will be weighted
- Experience in customer management and negotiations

- Improve customer relations/perceptions and address root causes of dissatisfaction with AM team
- Detect sales opportunities (retrofit and spares) and support sales campaigns as required