# Example of Dealer Sales Job Description

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Our company is hiring for a dealer 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 dealer sales

- Achieve budgeted territory growth objected through Development, execution and updates of territory and key account plans
- Build strong relationships and align territory customers with company growth targets and branding initiatives using specific company tools and methods
- Target and develop new sales through sellers of other residential and commercial products (i.e., designers, remodeler)
- Identify/capture sales from commercial projects while working with existing Dealer base to close sales
- Establish best practices for targeting projects and teach/monitor Dealers for compliance
- Provide detailed sales call reports along with month end Territory Management Plan to Territory Sales Manager, providing visibility on sales/targeting and intel activity within the region
- Train customers how to increase and improve their business
- Execute short and long-term business strategy to increase sales, expand brands and increase presence in the market
- Cultivate consultative relationships with key decision makers and influencers to grow market share and retain and develop existing client base
- Proactively manage field warranty and product issues in conjunction with customer service, dealer and distributor network

## Qualifications for dealer sales

- A bachelor's degree in a business, marketing or technical discipline is highly preferred
- This position requires at least 1-3 years of sales experience in Product or Technical understanding
- Complete knowledge of Professional Products as they relate to Video and Still capture of imaging required
- Individual must be located within 30 miles of Manhattan
- Graduate qualification in a relevant degree business studies - or equivalent