



# Example of Digital Sales Representative Job Description

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

Our growing company is searching for experienced candidates for the position of digital sales representative. 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 digital sales representative

- Become a subject matter expert on all digital products offered by the company
- Understand the competitors and how to use rebuttals in order to close the sale
- Vision and Mission – Provide clear vision and mission to sales team to ensure all members of the organization under clear, simple objectives and priorities
- Lead & Support – Provide the necessary leadership, support and guidance to ensure the inside sales strategy is aligned with business direction and supports accomplishment of the overall business objectives
- Deliver at the highest possible speed and quality is critical in this role, as is consistent process execution, and identification and elimination of process inefficiencies
- Build efficient processes & tool / identification and elimination of process inefficiencies
- Provide regular feedback to stakeholders within the business
- Generate net new business and expansion of presence in enterprise accounts with greater than \$100M in annual revenue
- Develop Digital opportunities and own revenue contribution, from pipeline generation to closeLead Digital opportunities, collaborating closely with Professional Services and Legal teams
- Manage multiple advertiser and agency accounts

- 
- Strong communication, presentation and negotiation skills (verbal and written)
  - Must be Team Player with excellent organizational and time management skills
  - 2+ years' experience as a business development/sales development/lead qualification representative or inside sales in the high tech industry
  - Prior experience selling software and SaaS-based solutions highly desirable
  - Ability to simultaneously manage a large number of leads, contacts, and prospects in a CRM system
  - Flexible, reliable, results-oriented and self-motivated