



Example of Digital Sales Representative Job Description

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Our growing company is looking for a digital sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for digital sales representative

- Focus on closing new business, while assisting in retention of key accounts
- Formulate and execute on strategies in tandem with Regional Sales Manager to achieve monthly and quarterly growth targets
- Maintain great communication with Regional Sales Manager and Digital Media Representatives in the defined region
- Travel as needed to meet with key decision makers to close and retain dealer customers
- His individual should have the professional presence to lead the sales process with appropriate customer executives or to participate as a team member in the joint sales process with business partners
- Achieve sales goals on a seasonal basis as part of a team responsible for managing strategic account
- Lead the development of plans with the customer through close collaboration
- Establish and maintain consistent and positive external and internal relationships
- Ensure appropriate seasonal product flow by category and by month, to optimize business opportunities
- Manage the marketplace by ensuring best presentation of stories and product to our customers at the appropriate time

Qualifications for digital sales representative

- Proven track record holding an individual revenue target and achieving or over-achieving on that target and achieving other defined goals within a role
- Creativity with strong problem solving skills and the ability to succeed in a fast paced environment
- Willingness to travel, up to 50% throughout the UK when necessary
- Experience with Digital Transformations