



# Example of Digital Sales Representative Job Description

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Our company is growing rapidly and is looking to fill the role 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

- Pricing negotiations and enter price in SFDC
- Payment terms negotiation
- Sample approval up to value approved by Sales Manager per sales rep
- Sample follow up
- Product Complaint Handling
- Forecasting ownership
- Individual Sales Plan (COTs)
- Development trials at customers and follow up
- Customer call reporting
- Utilize digital channels to build the pipeline within your market or geographic area to ensure a robust pipeline of opportunities

## Qualifications for digital sales representative

- Maintain open communication with the digital sales team to discuss any territory information, account details, and to get feedback on lead activity
- Work in collaboration with marketing to develop programs that will generate the best leads
- Assimilate product and market knowledge and effectively communicate the benefits and feature set of CA products to prospects over the telephone
- Generating a targeted number of accepted leads by assessing the client's

- Researching and building prospect accounts, identifying new sales opportunities through outbound efforts
- Honing and effectively communicating your pitch within the narrative set by our marketing team