



# Example of Field Sales Representative Job Description

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Our innovative and growing company is searching for experienced candidates for the position of field 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 field sales representative

- Report all accidents/incidents/injuries immediately to his/her supervisor, no matter how small
- Attend and participate in safety (RC) meetings
- Report all unsafe conditions to his/her Supervisor
- Keep his / her work area clean and neat (Maintain good housekeeping standards)
- Trade Responsible Care training to be done at every store and completion of training within set dates
- Ensure daily compliance with TRC principles, communicating deviations to Management as/when they occur
- Works with internal departments
- Proactive new business acquisition for cylinder gases within the delivery radius of the Sales Centre from a blend of cold calling activities and rapid follow up of supplied sales leads
- Achievement of personal revenue and volume targets
- Supply sales leads to the local Business Development Managers

## Qualifications for field sales representative

- Ability to work evenings and weekends - Monday - Friday 2-8PM
- Outside sales experience in a business to business environment preferred

- A solid understanding of marketing and/or business management with a proven track record in closing business
- Established knowledge and understanding of the interfaces and interrelationships between sales, marketing and business development
- Proven project management skills including the ability to multi-task