

Example of Field Sales Representative Job Description

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Our company is looking for a field sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for field sales representative

- Working knowledge of all Company products/services
- Participation in MSU density campaigns, exhibitions and local seminars to the Sales Centre
- Use of tools for new business generation, management of sales leads and prospect pipelines
- Prior Sales experience ideally in a Business to business environment
- Self-motivated and self-directed with a desire and proven ability to achieve within a target driven environment
- High energy individual, willing to travel extensively within allocated area to maximize sales opportunities
- A full driver's licence
- Establish pricing programs
- Conduct a needs analysis to ensure that all sales target are met
- Conceptualise new and innovative strategies to achieve sales targets

Qualifications for field sales representative

- Demonstrated competitive intelligence with a solid foundation in sales and market best practice including the ability to quickly assess and gather information and deliver results within a very short timeframe
- Experience with multi-tasking and working in a highly demanding environment involving quick turnaround time and attention to details
- 3 years sales or related experience, business to business and manufacturing

- Ability to manage the sales process from the ground up (build a pipeline, client research, client relationships and other aspects of sales simultaneously) while managing existing accounts
- Fully developed prospecting skills and consultative sales approach