



Example of Field Sales Representative Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of 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

- Practice and implement our defined sales processes into your sales activities
- Ongoing sales, professional development and product training
- Competitive base pay plus an uncapped commission/bonus plan
- A generous time off package
- A professional, intellectual and creative culture that offers opportunities for advancement to those who excel
- Occasional customer visits
- Know and understand WSI's Quality Policy and comply with all requirements of the Quality Systems & Procedures Manuals while also complying with all HSE requirements
- Working with our Field Sales Manager to help deliver and exceed annual business and individual targets
- Distributing each product in the different types of channels
- Developing the convenience food sales-driven concept

Qualifications for field sales representative

- Bachelor's Degree minimum in either a technical or technical discipline
- Qualified applicants must bring a developed set of account management skills
- The ideal candidate will have experience successfully selling specialty materials to OEM

- The position will require rotational training assignments prior to final territory assignment
- Experience within the vet industry an advantage