

Example of Field Sales Representative Job Description

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Our 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

- Maintains & enhances technical knowledge on BDAL products, company literature & information, and competition
- Ensuring optimal distributions and visibility by product on the shelf
- Liaisons with the relevant operational and marketing resources to ensure that the new Agent is set-up and ready for business in a timely manner with all appropriate Points of Sale (POS) and other materials enabling the Agent to transact
- Prepare call reports, customer action plans, monthly review materials as required by Kanthal Management
- Actively manage the sales territory dividing it into sub-regions and advanced planning of travel and customer visits to these sub-regions at least two months in advance
- Work on a cooperative basis with Kanthal Application Specialists, Key Account Managers, Sales Managers and Global Product Managers to drive the business within the sales territory
- Provide clear customer feedback to the Kanthal Management team to assist them in making decisions regarding pricing, contracts, new product development, quality issues
- Assist the Kanthal Finance Department in gathering customer information to evaluate the credit worthiness of potential customers
- Responsible for meeting with potential customers for the purpose of acquiring new jobs

Qualifications for field sales representative

- Drive for results and ability to influence others
- Working in remote sales office requiring self discipline, time management skills, and good organization
- Physical demands include lifting/carrying up to 40 lbs
- Frequent standing, walking, stooping, bending kneeling
- Physical demands to include lifting/carry, frequent standing, walking, stooping, bending, kneeling
- Manage day and overnight travel (as business needs dictate) and resources to prioritize account activities across a defined territory (some territories require 50%+ travel)