



# Example of Field Sales Representative Job Description

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Our company is looking to fill the role of field sales representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for field sales representative

- Complete and maintain sales reports
- Understand and report on customers activities and plans
- Work with administrative personnel in processing sales tickets and paperwork
- Conducts oneself in a professional manner at all times including personal appearance and interaction with the customer
- Contacts and Leads in the Eastern New Mexico region, preferred
- Minimum of two years oil and gas experience
- Coordinate selling strategy with other team members working in the territory
- Build productive long lasting customer relationships in the territory
- Send out information, conduct cold calls, on site visits, presentations, demonstrations and other creative mechanism to close new sales and expand EBSCO's customer base
- Travel 60% in the territory and attend conferences as deemed necessary

## Qualifications for field sales representative

- Attend local conferences on an as-needed basis based on location of events
- Have a strong pedigree in managing a Top 5 System Integrator/Corporate IT Reseller in the UK&I
- Good understanding of Corporate Sales culture and environment – key drivers, pain points and ability to carry a discussion relating to the unique

- Fluency in Danish and English is essential
- Physical demands to include lifting/carry up to 40 lbs., frequent standing, walking, stooping, bending, kneeling