



Example of Industry Representative Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking for an industry 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 industry representative

- Position includes travel for previously mentioned special events
- Completes administrative work as needed, assists in developing and maintaining training tools
- Coordinates department specific needs including scheduling, collateral, campaign tools, team travel and preparation for and attendance in meetings
- Process invoices for tradeshow and events
- Oversees all training campaigns in Salesforce database
- Assists with FAM/Training campaigns including but not limited to providing content, meeting with clients, conducting tours, communicating with internal partners, assisting with events, fulfilling requests, travelling to facilitate FAM's/Trainings
- Generating or producing reporting tools including but not limited to FAM Testimonials, Pre and Post ROI on all Campaigns and recommending future strategies based on analysis
- Acting as product expert and consultant to sell CX Application
- Developing a strategy and sales plan
- Maximize applications business from installed base (cross- and up-selling)

Qualifications for industry representative

- Drive all necessarily resources (including pre-sales, consulting, Business Partners, Contract & Legal,) engagement in order to ensure a successful sales cycle

- Ability to engineer xLOB deals (upsell/cross sell)
- Effectively leverage the entire ecosystem (alliance partners, internal resources)
- Acting as product expert and consultant to sell ERP/EPM Application