



Example of Internet Sales Representative Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of internet sales representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for internet sales representative

- Closing sales, quoting, negotiating, overcoming objections and completing follow-up calls
- Various additional duties as assigned to support the efficient operation of the Inside Sales Group
- Lead customer relations process management by observing, installing, and training approved CR processes
- Develop accountable, continuous improvement plans by observations and conducting meetings with the General Manager
- Utilize computer & phone skills to increase appointments, sales, customer retention and set appointments with callin-ins, referrals and leads
- Convert confirmed appointments to a Sales
- Generate new business opportunities to ensure ACS continued exponential growth in North America
- Partner with key members of the sales and Go To Market/Marketing team to develop target lists, call strategies and core messaging to ensure success
- Understand the sales process and be able to overcome objections by genuinely caring & learning about the prospects business needs and showing them the value that ACS services can provide
- Perfect the ability to articulate and deliver prepared sales talks that describe ACS services and value in order to entice prospects to learn more about the

Qualifications for internet sales representative

- Business bachelor degree required
- Experience in selling IaaS, PaaS, SaaS based online video platforms
- Education in film, media, or Cloud studies a plus
- Must be familiar with the Hollywood/Los Angeles media market and have established relationships to leverage
- Demonstrate a professional, enthusiastic, and friendly attitude at the first point of contact with any potential client/customer
- Fluency in French and English is a must