



Example of Internet Sales Representative Job Description

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Our innovative and growing company is searching for experienced candidates for the position of internet sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for internet sales representative

- Guide the guest through the entire purchasing experience
- Advise the guest on which the vehicle and product solutions that will best fit their needs
- Has a disciplined and results oriented approach to prospecting, engaging customers, and creating new opportunities
- Collaborate with the Field Sales team on sales strategy, engagement and growing business
- Selected candidate will be responsible to drive business in PAN India market for Enterprise accounts
- Demonstrate vehicles, present features and benefits, and close sale
- Make about 100 outbound calls/emails/texts daily to prospective customers
- Schedule 3-5 appointments per and close at least 1 sale per day
- Assists "walk-in" customers with sales of product and/or services, respond to questions regarding parts, pricing, services
- Speak with at least 75% of all assigned leads

Qualifications for internet sales representative

- Auto dealership retail new car experience is preferred
- Expectational candidate relationship management
- Ability to articulate, define and execute creative strategies
- Strong organizational and management skills – able to plan and execute

- Fluency in the Chinese language
- Bachelors degree, preferably in Hospitality / Tourism related or equivalent