



# Example of Junior Sales Representative Job Description

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Our growing company is hiring for a junior 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 junior sales representative

- Closes sales on assigned products and with assigned customers, with supervision
- May participate in promotion campaigns by handling outbound and incoming calls
- Marketing Equity products to major New York based institutional clients
- Marketing Road Shows, IPO's, Follow-on Offerings, Piper Jaffray analysts & research product
- Conduct broker outreach activities
- Identify and bid all appropriate projects within assigned marketing area
- Responsible for achievement of sales volume in a territory
- Frequent travel throughout a territory calling directly on regular and prospective customers
- Maintain a command of product knowledge in order to make thorough and accurate presentations to customers and to ensure suitability of the products to customers' applications
- Must be able to present technical data regarding customers' processes to engineering

## Qualifications for junior sales representative

- Established network in the Perioperative / Intensive Care market

- Military obligation for male candidates must have been completed
- Work closely and in alignment with Marketing and Sales Teams, in order to execute and improve existing lead development processes, this includes inbound and outbound efforts, prospecting
- Written and spoken fluency in English and Spanish
- Degree or diploma in Medical Field (advantage)