



Example of Junior Sales Representative Job Description

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Our growing company is looking to fill the role of 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

- Analyze data streams from multiple media channels to measure the impact of clients' brand marketing, public relations and social media outreach campaigns
- Opportunities for advancement within the growing client delivery organization
- Prepare/review/sign offers/contracts
- Degree in business, finance, marketing
- JSR is a new business focused position, in place to increase market exposure & spend with current customers
- Managing a set of own selected small- to mid-sized accounts and supporting the ADM team on extraction and conversion accounts, the JSR is working closely with all business-related functions
- Product Management on pricing, quotes, growth initiatives and portfolio adjustments
- Working closely with the field application engineers to generate demand for focus products and New Product Introductions (NPIs)
- Quality functions to drive issues at selected accounts to closure
- Assist Inside Sales team on leads and growth initiatives

Qualifications for junior sales representative

- Strict adherence to Cadillac Asphalt policies and procedures as outlined in the Rules and Regulations
- Timely and regular attendance is an expectation of performance for all Cadillac Asphalt employees
- Associate's degree, Bachelor's, or additional/higher education is preferred
- Aptitude for mechanical engineering principles is preferred, but not required
- Experience working with automation, robots, and/or plastic injection molding process is preferred, but not required