



# Example of Junior Sales Representative Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position 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

- Accurately completes all work orders and paperwork associated with each job function
- Works weekends as needed to accomplish goals
- Must maintain professional appearance and wear branded uniform shirt
- Works with retail sales team to ensure that all orders are completed in a timely manner
- Deliver services, organize trainings, retailer meetings, and other events as per GTM strategy
- Manage ePartnerGrow loyalty program at R2 level and monitor the effectiveness
- Ensure sales target achieved in the assigned territory, monitor sales and manage the R2s
- Organize official demos, farmer meetings and field days aligned with GTM strategy
- Research, identify, and tenaciously generate daily new opportunities over the phone and web
- Energetically qualify, build, and manage an accurate sales funnel

## Qualifications for junior sales representative

- 1-3 years prior experience in technical sales
- Excellent communication (verbal and written) and organisational skills
- University degree (relevant field advantageous)
- Valid to work in India - Work Permit/Visa