



Example of Marketing Rep Job Description

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Our innovative and growing company is searching for experienced candidates for the position of marketing rep. 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 marketing rep

- Communicate with asset vendors and brokers on large loss files to ensure subject properties marketing approach will be effective to avoid long periods of time on market
 - Manage offer exceptions through value analysis, buyer qualifications, market review, loss amount, investor guidelines
 - Routinely negotiates terms, , pricing, freight, return privileges, product substitutions, insurance, terminations, , as applicable and owns to completion, all agreed-upon customer program requirements
 - Responsible for handling all inquiries from prospective and/or existing customers
 - Proactively creates and delivers solutions to customers utilizing independent judgment within prescribed guidelines and sales methodology
 - Supports and drives the account/customer to meet financial sales metrics (as measured by individual scorecards)
 - Builds rapport with customers by responding to questions, identifying customer needs and recommending appropriate solutions
 - May negotiate terms and conditions on sales order to maintain the appropriate business margins
 - Assesses the status of business opportunities on each account and completes monthly and/or quarterly sales forecasts and maintains sales pipeline
 - May attend quarterly reviews and present sales results
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- Two or more years of prior job-related sales and marketing and/or customer service experience
- Distribution sales and/or marketing background preferred
- Typically 3-5 years with a Bachelor's or equivalent
- Two to five years of prior job-related sales or customer service experience
- Distribution background preferred
- Two to five years of sales and marketing or customer service job-related experience