



Example of Outside Sales Representative Job Description

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Our company is hiring for an outside sales representative. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for outside sales representative

- Support the inside sales staff with special order requests and project quoting
- Assist in the training and development of sales reps
- Ability to effectively maintain and expand account revenue within an assigned sales territory
- A tablet, cell phone, and Charter issued shirts & warm weather jackets
- Average 1st year salary of \$55k-\$60k potential with top performers earning around \$80k
- Increase customer spend with existing customer base
- Use the CRM tool
- Network and develop strong relationships with various industry associations
- Deliver results and achieve established goals
- Selling commercial waste removal, disposal and recycling services

Qualifications for outside sales representative

- Ability to obtain and maintain CDL status (Commercial Drivers License)
- Exceptional organizational, time-management and multi-tasking capabilities
- Outstanding work ethic and high level of ambition
- Independent self-starter with a preference for initiating and setting own direction
- Highly motivated with unprecedented drive for results
- Ability to meet monthly targets