



# Example of Outside Sales Representative Job Description

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Our company is growing rapidly and is looking to fill the role of outside sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for outside sales representative

- Utilizing the Customer Relationship Management system, generate sales plans, sales reports, bids, proposals and quotes
- Establish new rental and sales accounts through territory management, to include cold calling and personal visits to potential customer sites
- Expand the sale and rental of pumping products and aftermarket sales and services through establishing and maintaining customer contacts
- Perform other duties as assigned by the Manager, Outside Sales or designee
- Initiate contact with assigned and new potential accounts
- Cultivate good business relationship with key decision makers
- Continuously evaluate the market and assess competitive position based on market knowledge
- Report on competitive situations and maintain regular customer contact
- Assist in the collections of accounts receivables as needed
- Prepare, lead and finalize negotiations and contrast with customers

## Qualifications for outside sales representative

- Strong industry knowledge with a proven track record, an asset
- A valid driver license and a reliable vehicle is required
- The candidate must be able to pass a background check
- Willingness to work flexible hours including-evenings and Saturdays
- Be comfortable selling a service, rather than a product as this company offers

