



Example of Outside Sales Job Description

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Our growing company is looking to fill the role of outside sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for outside sales

- Actively identify and generate prospects through strategic sales strategies focusing on customers in target markets
- Flexibility to work 1 evening a week for sales presentations is critical
- Compiles lists of prospective customers for use as sales leads, based on information from various sources
- Works with Branch Business Manager and Inside Sales personnel in getting quotes or research information
- Contacts Branch Business Manager or Inside Sales personnel with customer orders for processing
- Samples, sales aids and personal grooming are neat, clean and fresh looking
- Deliver proposal and assists with negotiation of terms on agreements
- Selling commercial waste removal and disposal services in our Louisiana territory
- Selling commercial waste removal and disposal services in our Corpus Christi territory
- Selling commercial waste removal and disposal services in and around the Des Moines area

Qualifications for outside sales

- Experience in account retention and account penetration (expansion of sales within existing accounts)

- Bachelor's Degree in Business, Marketing, or Product related field preferred
- At least 1 year previous B2B sales experience
- Cosmetology license or beauty background very beneficial
- Computer literate, preferably Windows-based programs for laptop order entry, email, Microsoft Outlook and Excel