



Example of Outside Sales Job Description

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Our innovative and growing company is looking to fill the role of outside sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for outside sales

- Keep informed of new NAPA products or sales promotions by working with the product sales teams
- Work with the existing sales team to develop sales plans
- Work with the Store Manager or Owner to develop sales plans
- Call on existing store wholesale customers to maintain and grow current relationships and sales penetration
- Work with the Owner to develop sales plans
- Sales experience required, in automotive industry preferred
- Attend and participate in general sales and district meetings
- Develop customer lists to include current and prospective customers
- Prepare basic and assist with moderate to complex, bids and proposals
- Develop or participate in the development of straightforward customer presentations

Qualifications for outside sales

- 2+ years outside business-to-business sales with a proven track record of success
- Outside Sales experience in a fast paced environment
- Two years prior outside sales experience (preferably in the building material distribution industry)
- Must possess an entrepreneurial spirit
- Ability to read blueprints and perform take-offs
- Build customer relationships by providing proactive service though

