



Example of Outside Sales Job Description

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Our growing company is searching for experienced candidates for the position of outside sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for outside sales

- The same values of customer service hold true for inside and outside sales people
- Communicate daily with the Sales Manager
- Promote and generate sales of electrical equipment and supplies
- Develop sales opportunities from existing accounts
- Meet or exceed individual sales and margin goals
- Build working knowledge of energy products
- Evaluate current customer programs and develop marketing plans and programs to meet customer needs while growing the cooperative business
- Identify needs and provide consultative services for businesses and customers by combining established relationships with product, marketing and technical skills
- Provide training to co-op staff and customers
- Service customer complaints and inquiries

Qualifications for outside sales

- Business to Business sales experience (minimum of 5 years)
- Not less than 5 years progressive experience in business to business sales
- Manage and complete special projects for the local co-op and customers
- Develop knowledge of multiple energy products and apply this knowledge in all aspects of the job
- Customers as part of value-added services provided

