

Example of Outside Sales Job Description

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Our company is looking for an outside sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for outside sales

- Control sales expenses to meet budget guidelines
- Adhere to company policies and ethics and makes sure that they are communicated to the sales team
- Accomplishes results independently and through subordinate supervisors or experienced exempt employees
- Works with Purchasing Agent or Branch Manager to resolve specific inventory problems as directed by Branch Manager
- Pursue and acquire new strategic customers by promoting the value of our solutions
- Develop and manage a list of potential customers via follow-ups, networking, prospecting, cold calling, customer referrals, leads, community involvement and other innovative means of developing business
- Introduce and promote new product solutions (joint selling)
- Introduce, support and development of new and existing logistics systems including customer inventory management systems
- Understand the scope of our services and the uniqueness of the methods and systems we employ
- Understand the practical and financial aspects of how our operations function

Qualifications for outside sales

- Ability to engage, promote, educate and persuade
- Ability to analyze and propose solutions to complex problems

- Ability to manage existing customers and sell to prospective customers
- Establish, develop and maintain positive relationships