



# Example of Professional Sales Representative Job Description

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Our company is searching for experienced candidates for the position of professional sales representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for professional sales representative

- Regional and individual weekly meetings with sales consultants
- Assist in sales enablement & training sessions
- Assist in preparing and organizing webinars
- Build heat maps with on account mapping calls
- Goal is to set net new meetings for sales consultants
- Maintain current customer relationships and help develop new business in the professional lawn, turf and ornamental markets selling specialty nutrients and formulations, fertility and control products from manufacturer to end user
- Assist in development and implement the annual sales plan consistent with the group's and company's growth and performance objectives including account strategies and detailed product programs
- Aggressively seek and cultivate new customers/accounts with appropriate focus on long-term growth in the golf, lawn and landscape, sport turf, and horticulture industries in MI, OH and western PA
- Establish and achieve gross profit goals for the business under the within jurisdiction which are consistent with company growth and target/threshold objectives
- Maintain and apply a high degree of technical product knowledge of sales situations to provide expert customer service and to allow the full effect of sales efforts

- Must be organized, self-motivated, and possess advanced business knowledge
- CNS/Neurology experience preferred
- Verify and complete required data entry in client's CRM systems, such as details of the target's responses and any follow-through actions
- Maintain a positive working relationship with the assigned client Area Business Director who will be providing day to day coaching, sales and strategy direction
- Regularly and timely communicate with Touchpoint Regional Field Coordinator on progress and status with client Area Business Director, members of various Touchpoint home office support teams, as required
- Perform special projects and assignments as directed by the client Area Business Director and Touchpoint manager