



Example of Relationship Sales Job Description

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Our innovative and growing company is looking to fill the role of relationship sales. 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 relationship sales

- To keep one self-updated on the financial markets and in advisory products / services in particular
- Ensure all banks are on latest version of all Transaction products where relevant and product map is communicated to clients
- Create and maintain a detailed Gap analysis within each client to assist with pipeline growth and introduce new products
- Run & manage a personal pipeline of opportunities of both Matching & D2C products within SF.com and be prepared to present these to management on a monthly basis
- Prepare price lists based off USDA markets
- Assist salespeople and give recommendations on block management
- Verify receiving hours and keep the customer master updated for all accounts
- Assist sales staff in monitoring product availability
- Coordinate with margin management, operations, schedulers, traffic, and load tying to ensure all order information is complete and accurate
- Resolve issues with appointments, arrival destinations, freezer locations, and truck lines

Qualifications for relationship sales

- Experience in local commercial segment a big plus
- Minimum of 2 years inside sales business-to-business experience

- Minimum of 1 year experience working in Microsoft Word, Excel and PowerPoint
- Experience building relationships at all levels of the organization