



Example of Rep, Sales Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of rep, sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for rep, sales

- Utilize CRM to monitor pipeline and leads status for goal management
- Develop and consultatively sell appropriate product/ service solutions and nurture references
- Focus on new client acquisition rapidly growing users within existing account
- Promote the benefits of each product and nurture the long term customer relationships
- Assist patients, families and sponsors with setting up tours of facilities
- Demonstration of durable medical equipment needed currently and in the future
- Develop a strong understanding of Polaris' offerings and the details of the implementation at their respective clients
- Inside sales – have strong polish to come up with an account plan and strategy
- Work with Marketing to develop a marketing plan and build a client base
- Fill out Request for Proposals (RFPs), providing technical detail and more to help support pricing analysis

Qualifications for rep, sales

- 3+ years' experience in B2B is preferred
- 2+ year sales experience in healthcare industry
- Surgical device experience is preferred

- Proven experience in key account management