



Example of Representative, Sales Job Description

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Our company is hiring for a representative, 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 representative, sales

- Create and close sales orders face-to-face and over the phone
- Uncover and build new business relationships
- Strengthen current business relationships through world-class service and product recommendation
- Negotiate price while creating orders or quotes
- Research and resolve customer concerns
- Provide basic product training, sales literature, and arrange for additional, specialized customer training as needed
- Execute on ADI's robust branch operational plan ensuring customer satisfaction, data integrity, financial security, inventory planning and accuracy, and overall performance
- Builds and manages pipeline via traditional sales-related functions
- Reconcile deliveries against BOL liftings
- Handle customer inquiries and problem solving to resolution

Qualifications for representative, sales

- Sales experience in IT infrastructure
- We have vacancies for Sales Reps in Germany, UK, France and The Netherlands
- Ability to apply financial data to make decisions and influence outcomes
- For Specialty sales positions, specific knowledge of, or experience with the

- Superior written, verbal communication and interpersonal skills