



Example of Representative, Sales Job Description

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Our company is growing rapidly and is hiring for a representative, sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for representative, sales

- Train assigned sales person for 60 days daily on your stores sales process, role-play, product demonstrations and product quizzes to ensure Sales Representatives are well versed in the sales process and manufacturer product knowledge
 - Assist sales representative with daily customer contact activity using the daily work plan in LSMS to make daily sales appointments and follow-up on sold and unsold customers
 - Communicate regularly with program coordinator and submit monthly meeting and activity information
 - Assist trainee to meet performance expectations as laid out in their job description
 - Engages in consultative relationships with prospects, customers, vendors (Vendor Field Reps)
 - Provides and articulates creative solutions to amplify customer's perception of value in a competitive marketplace
 - Identifies and develops new accounts that desire market entry into innovative technology spaces, while aggressively increasing and securing market share with existing account base
 - Identifies both long and short term business opportunities and engage appropriate resources to capitalize on opportunities
 - Formulates appropriate solution recommendations and presentations
 - Provide sales quotes, places orders and provides logistics support accurately and efficiently
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- A Company vehicle will be provided for you to carry out this role
- Computer literate/Technical Acumen
- Highly organized and posses the ability to prioritize tasks
- 4 year degree and/or equivalent industry work experience preferred
- Sales and target oriented person
- Great local network