



Example of Representative, Sales Job Description

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Our company is searching for experienced candidates for the position of 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

- Plan, implement and monitor creative sales- and marketing activities
- Take the initiative to close deals and conclude agreements with customers
- Establish and present a district market-/business plan following the company overall business strategy and goals
- Develop and grow NobelProcera business
- Study and stay informed on products, technologies, clinical studies and competitive activities
- Participate in local and international meetings, seminars, fairs
- Cooperate with the whole Nordic Sales Organization and support function such as Product Managers and Customer and Sales Service Representatives
- Develop an understanding of the Patrick's Customer First Culture and professional sales process
- Develop a comprehensive knowledge of Patrick's products through On-The-Job training
- Improve profitability, product penetration, and product mix with all customers

Qualifications for representative, sales

- Thorough understanding of business factors effecting account's profitability and competitive status laboratory operations
- Experience with analytical laboratory software and instruments is desirable

- The successful applicant will be required to reside in the designated sales area or be willing to relocate to the Houston area
- Local knowledge and contacts in market segments preferred
- Previous customer service or call center experience preferred