



Example of Representative, Sales Job Description

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Our company is growing rapidly and is looking to fill the role of representative, sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for representative, sales

- Closing sales and achieving quarterly quotas
- Interacting with customers, business associations and trade shows
- 50% of your time will be spent prospecting and exploring market opportunities
- 35% of your time will be spent building relationships and resolving challenges with current customers
- 15% of this position will be spent in the office developing relationships with coworkers, strategic planning, and account management
- 70% of your time will be spent prospecting, building relationships and exploring market opportunities
- Pay you fairly and transparently for everything you do with uncapped commissions plus a guaranteed base salary and residuals on your book of business
- Give you experience you need to make sales in a fast-paced tech company and skills to interact confidently with small business owners in many industries
- Give you a highly energetic and incredibly FUN atmosphere with strong leaders, knowledgeable mentors, bright peers, and passionate teams
- Give you the opportunity to learn, grow, develop, mentor, manage, and succeed in all aspects of your career

Qualifications for representative, sales

- Demonstrated talent to be innovative and creative
- Three to five (3-5) years experience in outside sales
- Knowledgeable in sheet fed and web commercial printing
- Or a related field who are looking to get their foot in the door with a company in which they can grow and advance in, are encouraged to apply