



Example of Sales Business Sales Representative Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of sales business sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales business sales representative

- Undertake market research for Ontario and Canadian Markets
- Sustain activity levels
- Report daily activity, including contact information, appointments set, follow-ups
- Devote over 50% of their time at customer sites generating account growth with planned quality meetings, prospecting to develop new business
- Proficiency in business sales applications to ensure accurate and complete information within the appropriate database
- You will identify, nurture and close mid-market accounts through a combination of phone and face to face sales calls
- You will synthesize advertiser feedback for input into product development and will occasionally attend and speak at industry conferences
- You will provide consultative and strategic marketing guidance for our customers and troubleshoot and optimize their marketing campaigns
- Research, contact and track a prospect list
- Follows all defined processes and timelines (ROE, SOW requirements, deal review process, price sitting, service level requirements, demo scripts, expenses)

Qualifications for sales business sales representative

- Outside field work will be necessary from time to time, , overnight travel on average of 50% of the time
- Customer entertainment and trade show attendance is required when and where necessary
- You have a proven ability to meet sales goals and have cold-calling/Telesales experience
- Experience selling in the AdTech industry is a plus