



Example of Sales Business Sales Representative Job Description

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

Responsibilities for sales business sales representative

- Achieving predefined B2B sales targets and maximizing the revenue in order to contribute to company's strategic targets
- Maintaining and developing existing and new customers, quality of service, business growth and customer satisfaction
- Perform regular meetings with customers according to a defined plan available in the company systems based on the respective procedures and frequencies
- Monitoring competition through all communication channels
- Identifying and following up on new prospects and referrals resulting from field activity
- Prepares regular reports regarding the fulfillment of overall duties, as per request of her/his supervisor
- Other duties as requested from the supervisor
- Establish professional and deep relationships with key personnel in assigned customers and prospects
- Develop and maintain sales pipeline and provide an accurate forecast
- Develops, maintains and improves relations with existing and potential customers in the assigned district/area

Qualifications for sales business sales representative

- Consideration may be given to a candidate with a degree in lieu of

- Professional and credible communication style - key focus on telephone communications
- Able to manage multiple stakeholders and departments to deliver on our objectives
- Ability to critically think & learn how to actively listen to customers needs
- Not afraid to objection handle
- Experience in sales or within an inside sales or sales development function