

Example of Sales / Field Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of sales / field. 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 sales / field

- Compile reports and analyze data
- Coordinate internal/external meetings, small events
- Update monthly regional e-news slideshow on office monitor
- Generates leads through a combination of networking, web-inquiries, onsite visits, appointments, and cold calling
- Deliver sales and strategy within a defined national customer base
- Create and implement strategic plans to increase revenue growth which supports the wider Field Sales team and establishes an environment and foundation for future sales growth
- Present to customers all NPD and execute world class NPD launches
- Build strong relationships with all stakeholders internally and externally
- Closing business on a consistent basis to achieve sales quotas in an assigned territory

Qualifications for sales / field

- Life/Health and Property/Casualty Licenses with Series 6, Series 63 and Series 26 needed for this role
- Life/Health, Property/Casualty, Series 6, Series 63 and Series 26 needed for this role
- Employee must be able to work Mon - Fri Noon - 8PM (Rotational Saturdays)
- Consistently multi-task between new business acquisition and account

- Ability to achieve or exceed stated metrics of daily calls, customer face time minutes