

# Example of Sales / Field Job Description

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Our growing company is looking to fill the role of sales / field. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales / field

- Calling on customers minimum four calls per day
- Analyse/recognise potential growth opportunities in the market
- Engage with distributors and assist with specification of product and application
- Training of distributor sales staff
- Dual visits with sales representatives at distributor level
- Increase footprint and market share for the brand in specified area of responsibility
- Actively engage with converters to identify new opportunities
- Leverage local distribution network to engage with supply of materials
- Actively increase pipeline for quarterly and annual sales against set targets

## Qualifications for sales / field

- Ability to work well independently in a home office environment
- A teaching background in foreign language would be an asset
- Some overnight travel is required, around 40% during the academic year
- 5+ years of successful sales experience in the Life Science market
- Working knowledge of DNA, RNA purification
- Strong presentation, analytical, customer service skills complimented by an aggressive and solutions-oriented track record in sales