

Example of Sales / Field Job Description

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Our company is looking for a 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

- Ensuring quotes and orders are accurate following company sales process
- Advise customers on manufacturer installation guidelines and field measure openings to ensure accuracy of product applications
- Helping customers with specific product orders through leveraging other Pella team members
- Thanking clients and encourage a continuing relationship by acting as their central point of contact with Pella
- Building customer relationships through follow up with existing and potential clients using a consultative sales process
- Collaborating with Service/Operations teams to ensure successful after sales service requirements and installations
- Interacting with Account Receivable department to address any potential billing/payment issues of customer
- Strong CRM systems tools capabilities leveraged to managed all customer interactions and proactively communicate to customers
- Working variable, non-traditional hours making themselves available for customers during evenings and weekends
- Maintain strong relationships with AIB branches in your area

Qualifications for sales / field

- Basic computer skills are required Word, Outlook, Email, PowerPoint

- Minimum of 10 years sales experience in consumer products industry preferably in photography imaging, consumer electronics, computers or other relevant consumer goods is required
- Minimum of 7 years experience managing national key accounts with proven ability to drive sales results is required
- Minimum of 5 years experience building and managing a sales team is required
- Ability to establish and build effective internal and external relationships is essential