



# Example of Sales Graduate Job Description

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Our growing company is looking to fill the role of sales graduate. 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 graduate

- Working with the Product Management team to produce presentations, handouts, newsletters and other marketing materials as needed
- Supporting strategic marketing/ product line business plans
- Attending sales meetings with Account Managers
- Leading a number of specific projects and is required to collaborate with the cross functional business sales team
- Gains an understanding of the integration of the Brand Equity principles through supporting the Brand team during translation activities in market for specific brands
- Supports their Manager in development and articulation of consumer insights and gains the understanding of their consumer, trends, and learns relevant tools and methodologies that set the foundation of marketing decisions
- Solid understanding of shopper insight that enable them to develop marketing programs in relevant channels
- Provides quality input into forecasting for their assigned projects
- Supports the Marketing team in collection of portfolio and brand data relevant for development of local brand plans
- Ensure regular coverage of key accounts' stores by field force, control their activities and analyze reporting

## Qualifications for sales graduate

- Prepare sales-related documents throughout the sales process as might be needed
- No more than 3 years of professional work experience (voluntary and internships do not count)
- Must be mobile and willing to move into other regions during and/or at the end of the program and be open to International opportunities
- Desire to have a career in sales and to be a future leader of the business
- Aligned to our Values – Performance, Integrity, Accountability, and People