



Example of Sales Rep Job Description

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Our company is hiring for a sales rep. 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 rep

- Responsible for the achievement of the sales and profit objectives of a specified territory and product portfolio
- Develop local sales strategies under manager's supervision
- Educate physicians on product offer and concepts
- Prepare and negotiate price offers in the public tender and contracts under manager's supervision
- Collect and maintain market data and analysis, monitor competitor and customer activities
- Maintain market data and analysis
- Manage and grow assigned territory / group of accounts through the sale of repair service, modernization, service agreements, controls and portable systems to new and existing customers
- Achieve / surpass annual sales and gross margin targets and promote growth of service agreement sales, while maintaining focus on cash flow management
- Revenue Generation- Work together with a Senior Sales executive to bring in new revenue from both existing and new clients
- Manage client proposals and presentations

Qualifications for sales rep

- Active, self-motivated, stress tolerance, team work, reliable and customer driven

- Ability to understand clinical papers and sell clinically
- Bachelor Degree needed, preferable Medical Field (such as Nursing, Physiotherapy, Biomedicine, Medical Doctor)
- Profile with successful experience in sales, account management and negotiation will also be closely screened