



Example of Sales Rep Job Description

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Our company is growing rapidly and is looking for a sales rep. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales rep

- Perform client demos onsite and through Webex
- Manage inventory expenses in accordance with company policy
- Support the rotating and merchandising of product
- Create opportunities and develop programs appropriate to customer base
- Submit all required reporting, preplans, trackers, surveys, market surveys (MVPs), expense report, mileage log, by the required due date
- Minimum visibility in assigned accounts must be equal to or greater than competition
- Increase net core brand distribution over baseline throughout the year
- Minimum MVP standards in eighty percent (80%) of accounts surveyed and above MVP standards in twenty percent (20%) of accounts surveyed
- Accomplish sales and distribution goals by executing the monthly, quarterly and annual business objectives and company initiatives
- Deliver annual sales target outlined in annual Sales Plan

Qualifications for sales rep

- Sales experience for surgical products are preferred
- Working experience at MNC is preferred
- Must be self-motivated to achieve and surpass annual goals and objectives
- A minimum of one full year of direct sales experience in the medical arena
- Ability to travel daily throughout your specified territory and work long hours to achieve goals, as required
- 2-3 years of successful track record in sales or client facing role in

