



Example of Sales Rep Job Description

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Our company is growing rapidly and is looking for a sales rep. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales rep

- Knowledge of the NERF brand and / or sporting goods retailers a big plus (Academy of Sports, Dicks Sporting Goods, Bass Pro Shops)
- Develop and expand product listings and space at retail within the account base and potentially work to onboard new customers
- Able to demonstrate a high level of self-motivation, able to perform with minimal supervision, self-directed with a creative, entrepreneurial spirit
- Provides outstanding service to producers and customers in support of business units' service and sales objectives
- Assists in gathering profile information for producers. Search Jobs US
- Develop long-term customer relationships with assigned owner accounts
- Ensure customer retention and expansion of assigned accounts
- Partner with other sales engineers to maximize profit generation from accounts through influence on specifications (owners, consulting engineers) and market pricing (contractors)
- Utilize Branch Operations  sales tools to plan and document progress increase business penetration at existing accounts
- Servicing accounts usually over \$10,000 premium

Qualifications for sales rep

- Must be able to handle fast-paced work environment
- Requires motor skills to operate a keyboard and basic office equipment
- Ability to communicate over the phone and in person
- At least two years minimum sales experience required

