



# Example of Sales Representative Senior Job Description

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Our innovative and growing company is searching for experienced candidates for the position of sales representative senior. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales representative senior

- Maintain focused approach to daily sales activity pipelines and systems based work flow
- Manage the strategic direction for the territory
- Manage pricing within territory to control profitability, experience in negotiation
- Sales and profitability versus AOP on a monthly and annual basis
- Sales performance of specific sales and promotion activities
- Project pipeline and conversion
- Customer forecasting
- Rebates & Discounts
- Personal Objectives based on the annual performance review process
- Applies effort to resolve customer related problems

## Qualifications for sales representative senior

- Work closely with district credit personnel regarding new accounts and accounts receivable
- One additional language to English, preferably Swedish but other will be considered
- Currently looking to fill positions in the West Chicago, IL office
- Strong knowledge of Microsoft Office, specifically Word, Excel, and Outlook Exchange

- Uses the Customer Market Profitability tools (such as OEM Supply Agreement CORP 04-05-00-00) that support account planning customer loyalty NPS tools and process