



Example of Sales Representative Senior Job Description

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Our company is growing rapidly and is hiring for a sales representative senior. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales representative senior

- Bring a passion for Higher Education and a commitment to help your customers succeed
- Development and implementation of sales plans to manage distributors and end user accounts
- Achieve Fall Protection targets both on an individual basis, contributing to the overall Fall Protection Divisions goals
- Extensive and continued industry training
- Opportunities for advancement, so you can grow with us
- Educational assistance and leadership development programs
- A total rewards package that includes
- Will be responsible for sales and marketing activities for new medical product line
- Monitor and collect account receivable on a time basis
- Build up and improve customer relations and explore potential business opportunities

Qualifications for sales representative senior

- Self-motivated, confident individual who will be expected to work effectively without close supervision making prudent decisions without continual reference to his immediate manager and who is capable of developing

- Highly numerate and proficient in written and spoken business English and Hebrew, with exceptional negotiation, presentation and communications skills
- Business degree (University/ FH) or equivalent formal education, including extensive sales training
- Call on and develop relationships with a select group of construction aggregate buyers in the designated market area to meet their aggregate needs while achieving annual sales goals regarding selling price, tonnage and sales revenues
- High School Diploma required, Bachelor's Degree in Business, Sales/Marketing, Communications or related field preferred
- Minimum of 5+ year's sales experience in the aggregates industry or related field