



Example of Sales Representative Senior Job Description

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Our 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

- Lead campaign proposal activities, develop organizational and technical strategies, lead key messaging development, and manage applicable new business funds and other related funds all while supporting Phantom Works' and S&MS business objectives
- The primary responsibility will be to develop the slag cement market through our current customer base and through additional outlets
- Assisting sales representatives in managing existing accounts and developing new services and technical support for customers in all markets we sell and produce slag in the North region
- Taking a leadership position with various technical committees of local and national associations
- Developing and optimizing mix designs for key customers to promote slag and blended cements
- Work with concrete paving contractors and monitor projects throughout the region
- Become heavily involved with Deep Foundation contractors and associations
- Involvement in API and pursue accounts in the Oil Well fields (Marcellus / Utica)
- Maintaining a commitment and continued compliance with all Group and Company antitrust and competition laws and policies, through personal example, regular training, and periodic review of sales transactions
- Perform all activities in a safe and productive manner while promoting safety

Qualifications for sales representative senior

- The EI Sales Representative identifies opportunities through key customer contacts and industry information to locate sources for sale of company products and services
- The EI Sales Representative prepares documentation for prospective customers and ensures it is communicated appropriately
- He/she is responsible for effectively managing the existing customer accounts while focusing on account growth
- Negotiate contract terms favorable to company
- Work with owner and building management in obtaining maintenance agreement, renewal of agreements updates to their system either to meet new code requirements or through application of new technologies
- Source, analyze, communicate and apply competitive data for competitive advantage to company