



Example of Sales Representative Senior Job Description

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Our company is looking to fill the role 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

- Coordinate and develop verbal and written information to address customer needs, problems, and interests
- Trusted consultant - Establishes strong relationships based on knowledge of customer requirements and commitment to value (value of counsel and expertise, value of solutions, value of implementation expertise)
- Identify account needs, opportunities and key buying factors for existing customers, and formalize those into account plans and strategies
- Ensure adequate update of IT Systems for which he/she has responsibility
- Seek to continuously improve customer satisfaction
- Sell event sponsorships ranging from \$15,000 to \$125,000 via the telephone and on-site at events to technology and marketing vendors, service providers, and consultants
- Create and manage a pipeline of prospects that is three to four times the target in order to grow the sponsorship client base and ensure target attainment
- Maintain the minimum daily phone metrics
- Coordinate with events marketing and logistics to ensure that sponsors receive the promised deliverables in a timely fashion and that post-sale requests are addressed
- Maintain and build quality relationships to renew sponsorship business

Qualifications for sales representative senior

- 5+ years medical device sales experience in a hospital environment
- Call on and develop relationships with a select group of Ready-Mix customers in the designated market area to meet their concrete needs while achieving annual sales goals regarding selling price, yardage and sales revenues
- Increase annual sales and significant growth in profits by developing new business, expanding markets and assisting District Sales Manager in developing strategic opportunities for long-term growth
- Deliver key goals/objectives for success by consistently meeting targeted yardage, revenues, and selling prices to ensure maximum profitability
- Work closely with dispatch, credit, operations, QC, to ensure that MM Ready Mix becomes the supplier of choice in the San Antonio market