



Example of Sales Representative Senior Job Description

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Our company is looking to fill the role of sales representative senior. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales representative senior

- Generate and follow up on sales leads for new business
- Leads preparation of proposals by developing themes and discriminators and reviewing the statement of work, cost estimates, executive summary and pricing to ensure customer requirements are met and to improve our competitive position
- Management of current On Highway customer accounts across both Czech Republic and Slovakia
- Support sales growth with focus on new On Highway business opportunities across both Czech Republic and Slovakia
- Using your prospecting and account penetration skills, you'll work to achieve monthly, quarterly and yearly pipeline and forecast goals other defined objectives
- Identify qualified sales opportunities in large, enterprise accounts
- Minimum 2 - 4 year of experience in a similar role (technology or related a plus)
- Team player, high energy, reliable
- Achieve assigned sales and manage cost budgets
- Implement sales strategies as directed by the Regional Sales Manager

Qualifications for sales representative senior

- Experience in third party
- Ability to analyze and evaluate product lines, markets, and customer, marketing programs and sales strategies
- Ability to estimate and monitor expenses for budgeting and territory/market operations
- Ability to drive an automobile for long periods of time and carry a valid driver's license