



Example of Sales Specialist Job Description

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Our company is looking to fill the role of sales specialist. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales specialist

- Establish and maintain effective customer relationships to understand customer needs, promote customer understanding of full product/services offering, and align to provide a solution
- Sell products/services to customers in Cambodia market, focusing on volume, mix and profitability targets
- Build and maintain relationship with SO
- Responsible for all client communications, conflict resolution, and compliance on client deliverables and revenue
- Ensures that client issues are dealt with in an efficient manner, informing Management of any problems that arise
- Owns the contract and contract renewals for clients and maintains the documentation necessary for an existing client
- Works closely with the Senior Area Sales Manager (Sr
- Works closely with the Senior Area Sales Manager (Sr
- Ensures that all processes and procedures are completed, service level agreements are met, and that projects are profitable
- Aware and uses initiative in pursuit of opportunities for account growth and new business, involving the client, management, marketing, sales or other support

Qualifications for sales specialist

- Must have experience in managing complex sales cycles
- Physical requirements include the ability to twist, bend, squat, reach, lift up to

- Be eligible to obtain a Property and Casualty license in the State of Texas and in all 50 states (To obtain an Property and Casualty license, you must pass a comprehensive background check that will include an FBI background check)
- Sales experience in a call center environment is preferred
- Continuously maintain and expand sales, industry, and technical knowledge
- Up-to-date IT skills (Word, Excel, PowerPoint)