



Example of Sales Job Description

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Our growing company is searching for experienced candidates for the position of sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales

- Deliver best in class account development and management practices through networking, relationship building, and delivery of proposed test, manufacturing, and engineering solutions onsite at client's location and proper follow-up
- Meet target and quota which is a mixture of account activity and closed sales opportunities
- Prospect potential customers through cold calling, networking, and social media
- Qualify prospects
- Produce monthly sales reports
- Work to produce lead generation campaigns
- Work with marketing to develop and improve sales tools
- Strong problem solving ability to meet customer needs
- Establish, generate and oversee sales activity for Commercial Sales (goals and objectives will be set and presented in separate document)
- Analyze customer requirements, research and qualify opportunities for increased sales

Qualifications for sales

- Must be comfortable making Cold Calls and getting through the gate keeper to the owner
- Sell the concept of their products, able to utilize construction terminology

- Sales would not be to large markets
- Coaching provided - 3 months of training (first two weeks in Sweden)
- MUST be either a previous driver/operator of machinery/excavators OR have a Construction Sales background