



Example of Sales Job Description

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Our company is searching for experienced candidates for the position of sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales

- Be able to retain and build current customer relationships
- Build new clients - perform additional sales
- Engineering of Control Vales / Actuators / Accessories & Level Transmitters, recommend most appropriate solutions and ensure quotation deadlines are met
- Interact and communicate effectively with other functional teams
- Achieve Rosemount (Measure and Analyze) order booking as part of the KOB3 team targeting sites in Singapore, with focus on Life Science and F&B accounts in Singapore
- Generate additional business opportunities by promoting lifecycle services
- Update of CRM system with opportunities and progress
- Establish personal income goals that are consistent with dealership standards of productivity, and devise strategies to meet those goals
- Report to the Sales Management Team regarding objectives, planned activities, reviews and analyses
- Keep abreast of incoming inventory, product features, accessories, , and how they benefit customers

Qualifications for sales

- 4 Year College Degree in business or related field or equivalent experience is required

- Ability to develop, execute and manage a travel and expense budget
- Minimum 5 years' experience in Direct Selling preferably with experience selling in a large national
- Developing a sales budget for their area of responsibility in conjunction with the Director of Sales and Marketing
- Monitor performance throughout the year to meet financial targets and metrics