



Example of Salesperson Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is looking for a salesperson. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for salesperson

- Maintains professional and technical knowledge by, and not limited to, attending educational workshops
- Contacts commercial, fleet and national accounts
- Sells owners and operators on value of truck fleet and arranges for inspection of equipment
- Prepares itinerary and determines objectives using Call & Sales Record Cards and reviews plans with Store Manager/Sales Manager, securing his approval or revising as directed
- Makes calls with Store Manager/Sales Manager to close particular accounts, follow special prospects, determine reason for lack of sales
- Demonstrates new merchandise, showing advantages or special features of products
- Explains credit terms available for purchases of merchandise and service by owner, operators and employees
- Telephones customers and prospects for purchases of merchandise and for future commercial sales contacts and delivery of goods
- Plan sales contacts, follows previous calls, exerting sales effort necessary to meet sales quota
- Makes equipment inspections and fleet analysis, checking air pressure, clearance, condition of tires, wheels, rims, springs, in connection with commercial sales solicitation

Qualifications for salesperson

- Arranges for delivery and pickup of tires and other merchandise to expedite service to commercial accounts
- Contacts Service Manager to keep in touch with customer activities, follow orders, retread work, adjustments, for commercial accounts
- Leadership - Inspires and motivates others to perform well, inspires respect and trust
- Professionalism - Treats others with respect and consideration regardless of their status or position
- Maintains existing relationships with key accounts working alongside Senior Salesperson