



Example of Salesperson Job Description

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Our growing company is hiring for a salesperson. 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 salesperson

- Maintains Customer Satisfaction scores at or above company standards
- Proactively develop new and existing industry relationships
- Understanding the customer needs to capitalise on all lead opportunities, orders and contracts
- Estimating, tendering and quoting
- Up selling and cross selling at every opportunity
- Accurately managing customer interactions in Salesforce
- Build key relationships and drive alignment with internal stakeholders
- Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the SelecTrucks Centers products / programs
- Support of management and other prospecting tools, Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment
- Manages the get-ready/reconditioning and final delivery processes

Qualifications for salesperson

- 1-3 years of sales/finance-related experience preferred
- Experience in equity sales desirable
- Experience in banking, equity research, consulting, etc is a plus

- At least ___ year(s) sales or retail experience required - Automotive not required, however, a plus