



# Example of Senior Sales Representative Job Description

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Our company is growing rapidly and is hiring for a senior sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for senior sales representative

- Organize meetings with physicians in order to increase awareness of our medical products
- Attend marketing and sales seminars to improve product knowledge and participate in events
- The Renewals Sales Rep will also be expected to have knowledge of the market place, awareness of competitors' product and pricing
- Manages his/her multi-state territory to ensure efficient use of the company's resources and associate's time while maximizing potential number of personal customer contacts
- Utilizes consultative selling techniques and needs/benefit analysis to identify opportunities and grow revenue with existing customers and new prospects in the assigned territory to meet and exceed sales targets
- Gives input and feedback for all respective territory RFPs (request for proposal) and formal bid responses and includes customer requirements, competitor information, trends, and potential bidding strategies in a timely manner
- Negotiates discount/freight terms for new pricing agreements and existing pricing agreement renewals with an eye on profitability and margins
- Reports industry trends, market requirements, customer needs and competitor developments to management
- Manages the database of leads in Salesforce.com
- Evaluate progress vs

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- Work with Tech Services Dept
  - Call on owners, consultants, and installers
  - Seven plus years' of outside sales experience in the medical industry
  - Guide fulfillment activity on behalf of customers
  - Flexible—ability to think outside the box
  - Self- starter, self- motivated, and independent