



Example of Systems Sales Representative Job Description

Powered by www.VelvetJobs.com

Our growing company is searching for experienced candidates for the position of systems sales representative. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for systems sales representative

- You will run the business like an entrepreneur in a larger organization.....it's your shop, we will provide the tools & support, you make it happen!
- You are expected to hunt for new business in a selected set of Accounts or in a territory where you are fully responsible from start to end, meaning from the Demand Generation aspect to closing & booking the deal
- Expand market share with existing Top Accounts, helping them to refresh & upgrade & expand their current Server infrastructure
- Identify, qualify and establish new accounts
- Engage with your Business Partners to setup Territory Sales Plans, Demand Generation activities to ensure you grow your run rate business
- Engage with your colleagues who sell Storage, Database, Middleware and Applications, to ensure you synchronize selling opportunities, brain storm on new ways to sell, to create joint selling campaigns and much more
- Become an advisor for your customers, prospects, colleagues and Partners how to simplify their current and future data center requirements by analyzing their business needs and financial goals
- Develop technical applications/installation of Building Systems products
- Establish and maintain consultative relationships with electrical engineers
- Estimate electrical installation and other project costs as part of the proposal delivery process

Qualifications for systems sales representative

- A minimum of four (4) years successful pharmaceutical sales experience, or equivalent
- A minimum of two (2) years successful account management experience preferred
- Knowledge across portfolio is preferred
- Should reside in territory geography or be willing to relocate
- A minimum of seven (7) years successful pharmaceutical sales experience, or equivalent
- At least three (3) years of experience in the relevant accounts with in the territory is preferred