



Example of Systems Sales Representative Job Description

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Our innovative and growing company is hiring for a systems 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 systems sales representative

- Provide sales forecasting for assigned territory and complete other administrative duties as required
- Participate at trade shows, special product demonstrations, and other events with the objective of increasing sales and enhancing the Company's image
- Ensures that the company's sales programs are known and executed in assigned territory, including personal follow-up and engagement in selected opportunities
- You are expected to hunt for new business in a selected set of Top Accounts 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 Storage infrastructure, preparing them to support the exponential data growth in their Data centre(s) or in the Cloud
- Provide support & assistance to your Field counterparts when needed.....yes, your Field counterparts.....who are part of the sales team you are in
- Engage with your colleagues who sell Big Data, BI Analytics, Database 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 Cloud & Tape Storage requirements by analyzing their Business needs and financial goals
- Work closely with product managers, applications specialist and pricing to

- Successful sales and marketing of total product line for assigned territory

Qualifications for systems sales representative

- Prospect for potential customers using various direct methods and indirect methods such as networking
- Proven record of success in field sales, communication skills, presentation and negotiation skills, ability to build strong relationships with every type of individual
- Selling Value Added, software and services experience
- Experience with Multiple OEM, System Integrated client and ISV (Independent Software Vendors)
- Familiarity with or having worked for any of the Arrow OCS supplier manufactures
- Preferred three or more year's successful sales experience with fire alarm, security, communications and other building/life safety systems