



Example of Truck Sales Job Description

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Our growing company is hiring for a truck sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for truck sales

- Monitor contingency applications to ensure timely payment of support monies
- Support Sales / Marketing Teams with event management / delivery
- Offer vehicle logistic support to Sales Team where necessary
- Assist Truck Sales Director in management of reporting documentation
- Vocational sales professionals provide high level consulting to our dealer's with regard to the proper product for their particular customer base with the goal of growing their businesses, engineering and marketing configurations
- Execute sales strategy and plans for the vocational segment of International's West Region Truck business
- Structure sales proposals for share growth with action plans developed for each customer
- Achieve identified unit sales growth for "conquest" accounts and unit volume for retention accounts
- Execute sales strategy and plans for the vocational segment of International's East Region Truck business
- Execute sales strategy and plans for the vocational segment of International's Central Region Truck business

Qualifications for truck sales

- Road Freight Transportation diploma/degree, Business Management or other related area preferred or actively pursuing such degree
- Diploma in Sales & Marketing

- Overall responsibility of the Industry Manager is development of new business opportunities and maintaining customer satisfaction
- Responsible for defining the growth strategy for the specific customers/industry segment accountable for delivering the annual growth plans in regard to the specific customers/industry segment
- Assess and qualify new business opportunities for the specific customers/industry segment