

JOB TITLE:

Account Sales Representative

Job Responsibilities:

Generates revenue by developing market potential through forecasting, lead generation, qualification, and closing sales; recommending new products and services.

Account Sales Representative Job Duties:

- Identifies market potential by qualifying accounts.
- Initiates sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Closes sales by building rapport with potential account; explaining product and service capabilities; overcoming objections; preparing contracts.
- Expands sales in existing accounts by introducing new products and services; developing new applications.
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends new products and services by evaluating current product results; identifying needs to be filled.
- Updates job knowledge by participating in educational opportunities.
- Accomplishes marketing and organization mission by completing related results as needed.

Account Sales Representative Skills and Qualifications:

- Presentation Skills
- Internal Communications
- Informing Others
- Verbal Communication
- Closing Skills
- Motivation for Sales
- Sales Planning
- Territory Management
- Prospecting Skills
- Persistence
- Meeting Sales Goals.