

Edarabia Field Sales (Outside Sales) Representative (Sample Job Description) PDF

This Field Sales (Outside Sales) Representative job description template includes key Field Sales (Outside Sales) Representative duties and responsibilities. You can post this template on [job](#) boards to attract prospect applicants.

Job Brief:

We are looking for a competitive field [sales representative](#) to develop sales strategies and attract new clients. The successful salesperson will source new sales opportunities and close sales to achieve quotas. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, qualifying prospects and managing sales of products and services. As an outside sales representative, or sales agent, they will also research sales competition.

Responsibilities:

- “Get the sale” using various customer sales methods (door-to-door, cold calling, presentations etc)
- Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness
- Evaluate customers skills, needs and build productive long lasting relationships
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Report and provide feedback to management using financial statistical data
- Maintain and expand client database within your assigned territory

Requirements:

- Proven sales experience
- Track record of over-achieving quota
- Experience working with Salesforce.com or similar CRM

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- Familiarity with different sales techniques and pipeline management
- Computer use competency
- Strong communication, negotiation and interpersonal skills
- Self-motivated and driven
- BA/BS degree or equivalent