PROFILE OF A SALES REPRESENTATIVE



REMOTEWORKCERTIFICATE.COM

NATIONAL AVERAGE SALARY

\$57,000 00000000000000000

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RANGES FROM \$37,000 - \$105,000

JOB DESCRIPTION



A sales representative is responsible for generating new revenue opportunities for a business by finding, evaluating, negotiating, and securing customers. In sales industry terms, this is called lead generation, qualification, and closure.

SOFT SKILLS

- Relationships & Teamwork
- Logistics & Organization
- Strategy & Critical Thinking
- Writing & Communication
- Research & Mechanics
- Aesthetics & Design
- Technology & Innovation

SUGGESTED TOOLS

····· Networking: LinkedIn

Market Research: Google Search, Hoovers

CRM: Salesforce, Zoho, Pipedrive, InfusionSoft

Spreadsheets: Microsoft Excel, Google Sheets

Communication: VOiP, Zoom, Skype

..... CTA/Marketing

TYPES OF SALES REPRESENTATIVE

- Marketing & Advertising
- Lead ······ Generation & Qualification
- Customer Acquisition



- Networking
- Negotiations & Acquisitions
- Investments
- Business Model Transformation Growth Strategy Market Research

Account Executive

CAREER PATH

Business **Development Director**

ENTRY LEVEL MID-LEVEL

CAREER

FIRNEO

Scott Pollack.

Founder

firneo.com



INFORMATION SOURCE

CO-AUTHORS Paul Hill, Utah State University Laurel Farrer, Workplaceless