

Sales

Description

Our company is looking for a sales representative to be responsible for generating leads and meeting sales goals. Duties will include sales presentations and product demonstrations, as well as negotiating contracts with potential clients. In order to be successful in this role, you will need to have a deep understanding of the sales process and dynamics, and also superb interpersonal skills. Previous experience in a sales role is an advantage. Sales Representative Responsibilities: Generating leads. Meeting or exceeding sales goals. Negotiating all contracts with prospective clients. Helping determine pricing schedules for quotes, promotions, and negotiations. Preparing weekly and monthly reports. Giving sales presentations to a range of prospective clients. Coordinating sales efforts with marketing programs. Understanding and promoting company programs. Obtaining deposits and balance of payment from clients. Preparing and submitting sales contracts for orders. Visiting clients and potential clients to evaluate needs or promote products and services. Maintaining client records. Answering client questions about credit terms, products, prices, and availability. Please mention the word **ILLUMINATE** and tag RNTQuMTYyLjIwOC4yMzc= when applying to show you read the job post completely (#RNTQuMTYyLjIwOC4yMzc=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)

Hiring organization

AON

Job Location

Remote

Base Salary

\$ 90000 - \$ 160000

Date posted

May 22, 2024

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