

Our sales representatives are the principal point of contact between a business and its customers. Sales reps ensure current customers have the right products and services, identify new markets and customer leads, and pitch prospective customers. In many ways the face of the company, sales representatives may do everything from answering phones to monitoring the competition, all while maintaining good customer relations and pursuing new sales opportunities.

P2P MOBILE DEVICES INC.providing strong wages and commissions.With benefits after 6 month probation period.

Sales Representative

Sales Representative Job Responsibilities:

- Serves customers by selling products and meeting customer needs.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedules to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

Sales Representative Qualifications/Skills:

- Customer service
- Meeting sales goals

- Closing skills
- Territory management
- Prospecting skills
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales

Education, Experience, and Licensing Requirements:

- BA/BS University degree with a concentration in marketing, promotions, advertising sales, or business administration preferred
- Three to five years of industry sales experience
- Familiarity with office software and phone systems

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