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.