# 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** 

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