



JOB DESCRIPTION

Job Title: Sales Consultant

Basic Function & Scope of Responsibilities:

The ideal candidate will develop relationships with key accounts to maximize revenue and client retention. You act as a consultant by developing account strategies that provide the greatest opportunities to drive revenue. Sales Consultant conducts sales out in the field via face-to-face interactions with both potential and existing customers. Candidates are responsible for offering the best possible customer experience as well as providing hands-on explanations of any new or updated products when necessary. Their excellent social skills allow them to foster strong relationships, to which they can attribute much of their success. Candidates work as ambassadors and are responsible for establishing and maintaining good relationships with customers based on their assigned territory. They must build trust and act as support for prospects, ensuring they lead to potential future sales.

Principal Responsibilities:

- Travel within sales territory to meet prospects and customers
- Conduct calls and face-to-face meetings with customers daily
- Build and maintain relationships with new and repeat customers
- Maintain records of all sales leads and/or customer accounts
- Educate customers on how products or services can benefit them financially and professionally
- Sell the company's products or services to customers within given industry
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Work closely with marketing department to help build the brand

Key Characteristics of a Sales Consultant:

- Strong interpersonal skills
- Self-starter
- Detail oriented
- Willing to work independently
- Always team focused

Sales Consultant Education, Skills, and Experience

Sales Consultant should have a Bachelor's degree in marketing, business, economics, communications, and/or any equivalent education that demonstrates expertise in customer engagement.

Having a well-developed phone presence and high comfort level in initiating conversations is essential to fulfilling the daily duties of an outside sales representative. Aside from a social and positive personality, Sales Consultant must be self-starters and proactive problem solvers, since not every day is the same and the workplace setting is constantly changing.

Albanian and English language are must have.