

Sales Consultant Job Description template

Sales Consultant Job Description Template/Brief

As a Sales Consultant, you will be responsible for developing and maintaining business relationships with customers in order to sell products and services. Your job will involve meeting with potential and existing customers, presenting products and services, negotiating contracts, and working to resolve customer complaints.

Sales Consultant Job Profile

A sales consultant is a professional who works with customers to identify their needs and then recommends products or services that will best meet those needs. A sales consultant may work in a retail setting, or they may work for a company that provides services or products to businesses. In either case, the sales consultant's goal is to make a sale that benefits both the customer and the employer.

Reports To

- Sales Manager

Sales Consultant Responsibilities

-Researching and qualifying leads -Contacting potential customers -Building relationships with customers -Identifying customer needs -Recommending products or services -Negotiating prices -Closing sales -Providing customer service -Maintaining records of sales

Sales Consultant Requirements & Skills

-Sales experience -Excellent communication and interpersonal skills -Ability to build relationships -Ability to close sales -Product knowledge -Negotiation skills -Customer