

Phone Sales Associate Job Description

- Expand all newly established phone sales territories
- Perform cold call to potential clients/customers
- Develop personal book of business by preparing sales plan
- Generate significant number of phone leads from various sources
- Utilize regional call center in performing out bound calls
- Create and sustain cordial relationship with new customers
- Achieve minimum standards for sales quotas, quotes, and calls
- Improve revenue by penetrating to existing customer base
- Produce price and credit term quotes
- Utilize knowledge of company's production and execute schedules in scheduling product installation date for customers
- Coordinate phone sales related training on customer acquisition, retention, etc. to new associates
- Apply computer database in logging different sales data for current customers, as well as for saving new customer information
- Ensure the development and maintenance of professional and mutually beneficial relationship with customers
- Perform investigation on conformance issues and resolve them promptly.