

JD For Management Trainee- Sales

Job Title: Management Trainee- Sales

Company: [Company Name]

Location: [City, State]

Job Description:

We are seeking a Management Trainee - Sales to join our team. The ideal candidate will be responsible for learning and implementing sales strategies, managing and growing customer accounts, and providing excellent customer service. The candidate should have a passion for sales and be able to work in a fast-paced, dynamic environment.

Key Responsibilities:

- Develop a strong understanding of the company's products and services, as well as the competitive landscape.
- Build and maintain relationships with customers to drive sales and ensure customer satisfaction.
- Work with the sales team to generate new leads and identify opportunities for growth.
- Prepare and deliver sales presentations to potential clients.
- Monitor and analyze sales metrics to identify areas of improvement.
- Participate in product training and other professional development opportunities.
- Collaborate with cross-functional teams to ensure customer needs are met.

Technical Competency Requirements:

- Analyzes data to identify patterns and trends for informed decision-making.
- Communicates clearly and persuasively in written and oral formats.
- Applies proficiency in Microsoft Office Suite to complete tasks efficiently.
- Utilizes CRM software to manage and track customer interactions.
- Works effectively both independently and collaboratively in a team.

Behavioral Competency Requirements:

- Builds positive relationships with colleagues and clients.
- Adapts to changing priorities and high-pressure situations.
- Achieves goals by prioritizing tasks and managing time effectively.
- Demonstrates strong work ethic and commitment to success.
- Thrives in a fast-paced and dynamic work environment.

Qualifications:

- Bachelor's degree in Sales, Marketing, Business Administration, or a related field
- 0-2 years of experience in sales or a related field
- Strong desire to learn and grow within the sales industry
- Willingness to travel as required
- Valid driver's license and access to reliable transportation.