



DTV Sales Representative Job Description

Overview:

The DirecTV Sales Representative will focus on new business development by signing up customers for DirecTV services. DirecTV Sales Representatives will excel at selling products and services, working closely with other members of the sales team. Sales Representatives will accumulate the appropriate knowledge and expertise through continuous learning and self development. Then, armed with the right tools and knowledge, sales representative will ensure that customers' end-to-end needs are met. DirecTV sales representatives deliver unique customer value by developing strong relationships with customers.

Responsibilities:

- Generating new revenue through closing sales by acquiring new business customers and growing existing customers.
- Responsible for daily calling appointment-setting with key decision makers.
- Promote DirecTV's corporate image in all business interactions with prospective customers.
- Develop new business leads through networking.
- Educate customers on DirecTV's product and services.
- Design effective proposals and quotes, and respond in a timely manner to Requests for Proposals.
- Present the proposal and product demonstrations in a professional manner using the available resources.
- Enter all new sales orders utilizing the sales order management system.
- Practice effective time management for sufficient sales activity.
- Attend local networking events as part of lead generation.

Qualifications:

Required Skills/Competencies:

- Must be 18 years of age or older
- Experience is a plus but not required
- Ability to work independently and meet quota-level goals.
- Strong verbal and writing skills.
- Must be upbeat, easy going and professional
- Must be willing to work in a fast paced team environment
- Available to work weekends