

JOB DESCRIPTION SHEET

JOB: Sales representative for automobile bodywork repair and painting products

Job title	Sales representative for automobile bodywork repair and painting products	
Domain	SUPPORT FUNCTIONS	
Family	Business development-Marketing-Communication-Negotiation	
Structure	Commercial, sales, export	
Site	Morocco, Casablanca, Sapino Industrial Zone	
Missions	<ul style="list-style-type: none"> • Manage a client portfolio • Analyze and understand customer problems or needs and offer them a solution adapted to a customer request or problem • Promote the offer of services or products for which he is responsible • Develop activity with prospects • Report on your commercial activity 	
Main activities	<ul style="list-style-type: none"> • Prospecting and retaining potential new customers • Development of a commercial proposal in accordance with the commercial policy • Participation in the development of the technical proposal • Conclusion of sale (negotiation) • Monitoring the progress of projects 	
Functional relationships	All marketing structures, sales, stock manager, customers, management, partners, service providers	
Desired training	Marketing-Commercial-Communication-digital, project management...	
Experience needed	Very good knowledge of the export sector and especially body repair and painting products	
Required Skills	Key skills	Knowledge of the company's/Group's offering, level 3 Know the target audiences, level 3 Creativity and innovation, level 3 Communication mix, level 4 Strategic Sense, level 2 Brand vision, level 3
	Additional skills	Know the environment, level 3

