



Job Situation

Some work at office. Mostly travel and visiting clients. Phone, computer, and fax. Alone and in teams. Reporting to Sales Manager. Long, irregular hours.

Weekly Hours of Work

60

Overtime

As required

Monthly Salary

\$3,500

Student Loan – Owing

Student Loan – Monthly Payment

Duties

Build and maintain company's client accounts. Research markets. Identify new clients. Present and demonstrate products. Negotiate sales contracts. Set up distribution networks. Consult with other departments. Maintain files. Train juniors. Write reports.

Prospects

Senior management positions. Consulting.

Job Title

International Sales Representative

National Occupational Classification (NOC)

6221

Job Description

International sales representatives are the stars in the world of sales, and staying on top in this competitive field means that you never really stop working. Airplanes, waiting rooms, hotel rooms, taxis and restaurants can all become your temporary office with a laptop computer and a cell phone. Rarely are you stuck for words, even in foreign cultures, using your excellent memory to make clients feel special by remembering first names, dining preferences and the details of their last orders.

Attracting major new clients is the big thrill. This can involve extensive research, bordering on espionage, to find out who the client is buying from now and how much they are paying. Then you have the information you need to plan your siege. Representatives know everything there is to know about their products, because a client could ask anything under the sun. Any uncertainty on your part could make the client feel insecure and lose you your sale.

You also have a huge fund of knowledge about the market and the field generally, so you've got the big picture, and can make comparisons and contrasts to show prospective clients what is different, newer or better about your company's products. After the presentations are over and the client has been wined and dined to their total satisfaction, comes the final pitch, and the chance to close the sale. You need to offer the client a good deal without backing down too much. This process can be as tricky as a world championship chess game, especially when the buyer is experienced.

Timing and an instinct for knowing what people are really thinking is essential to getting the customer's signature on the order form. Ideally you want to settle on a price that leaves the buyer feeling like they have cut a good deal, as well as making your sales manager happy and winning a good commission for yourself. Not easy!—But if it were you'd be bored.