



SALES INDUSTRY GUIDE

*Remote jobseeker resource and action
plan for finding and applying to remote
information technology jobs*



VIRTUAL VOCATIONS INC.
www.virtualvocations.com

Jobseeker Industry Guide: Remote Jobs for Sales Professionals



SALES INDUSTRY OVERVIEW

Since 2017, sales has remained the number two remote job category in the Virtual Vocations database behind IT. During 2019, sales positions alone accounted for more than 29,000 remote job openings posted to our job board.



PROJECTED JOB GROWTH

The sales industry is expected to remain steady, with little to no change in employment from 2018 to 2028. Sales services are essential to building customer bases so sales professionals will still be in demand throughout the decade.

(Bureau of Labor Statistics [BLS], Sep. 2019)



EXPECTED EDUCATION

Qualifications for sales occupations vary widely. Jobs in sales management and engineering require a bachelor's degree. However, jobs for sales agents and online reps require a high school diploma.

(BLS, Sep. 2019)



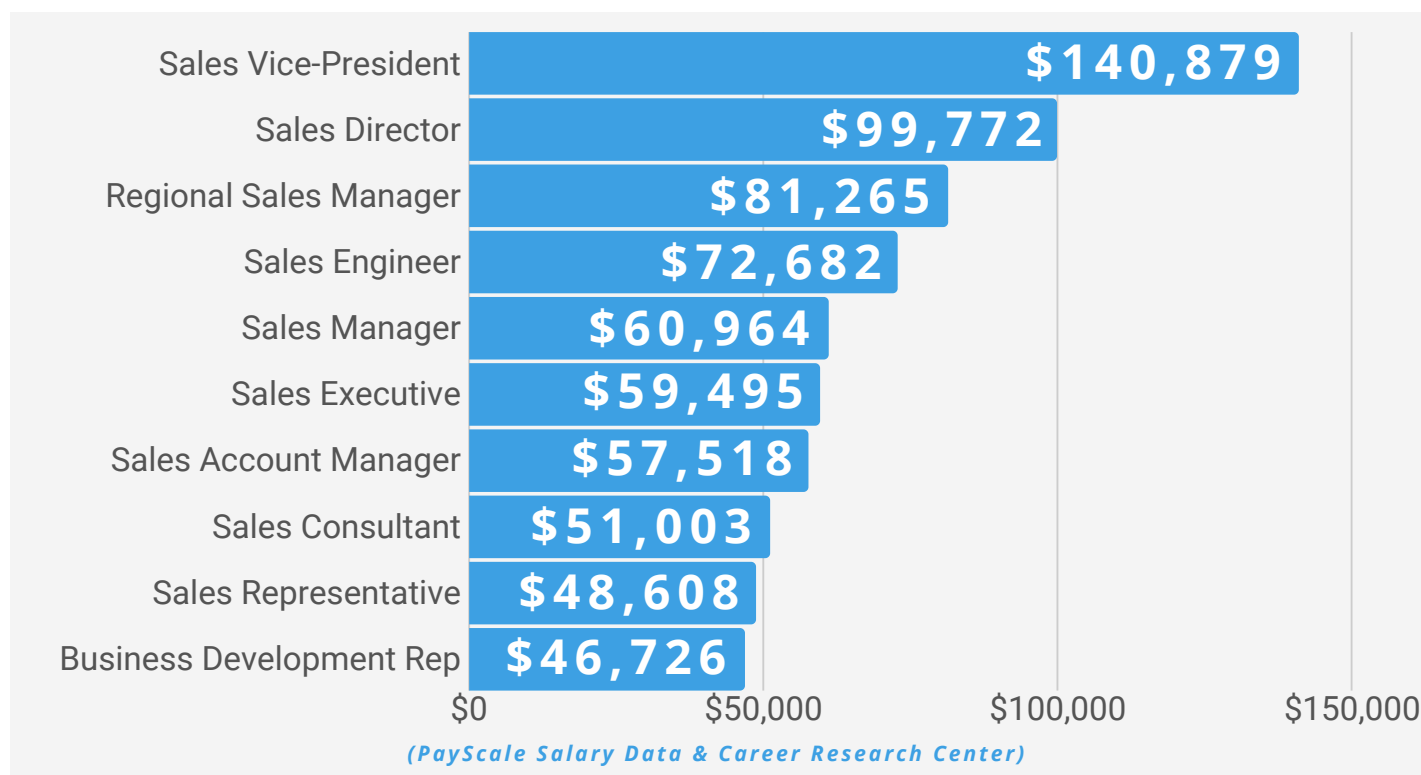
REMOTE SALES JOB OPTIONS

Sales positions are available in any industry with products and services that need to be promoted and sold to customers. Remote sales jobs also offer a high degree of upward mobility with opportunities to advance to management and executive-level roles.



▶ REMOTE SALES JOBS WAGES DATA

Median Annual Salaries



Common Salary Ranges

SALES VICE-PRESIDENT

\$79,000 – \$204,000

SALES DIRECTOR

\$50,000 – \$153,000

REGIONAL SALES MANAGER

\$49,000 – \$123,000

SALES ENGINEER

\$50,000 – \$112,000

SALES MANAGER

\$40,000 – \$117,000

SALES CONSULTANT

\$27,000 – \$102,000

SALES ACCOUNT MANAGER

\$37,000 – \$97,000

SALES EXECUTIVE

\$31,000 – \$91,000

SALES REPRESENTATIVE

\$30,000 – \$77,000

BUSINESS DEVELOPMENT REP

\$34,000 – \$69,000

(PayScale Salary Data & Career Research Center)





IDENTIFY CORE SKILLS FOR YOUR REMOTE SALES CAREER

Universal Skills for Remote Work

Critical Thinking, Writing, Organization, Collaboration, Research, Computers, Negotiation, Flexibility, Creativity, Self-Discipline, Online Research, Re-engineering, Positivity

Universal Skills for Remote Sales Reps

Product and/or Services Knowledge, Active Listening, Customer Service, Rapport Building, Objection Prevention and Handling, Closing, Upselling, Post-Selling Relationship Management

Universal Skills for Remote Sales Engineers

Problem-Solving, Demonstration, Technical Discovery, Business Sense, Technical Sales Support, Product Development, Needs Assessment, Consulting

Universal Skills for Remote Sales Managers

Leadership, Strategic Planning, Delegation, Analysis, Customer Relationship Management, CRM and/or Other Software Knowledge, Coaching, Accountability

Search Remote Sales Job Openings Now



Remote Sales Agent Jobs



Remote Sales Closer Jobs



Remote Sales Director Jobs



Remote Sales Representative Jobs



Remote Sales Executive Jobs



Remote Sales Consultant Jobs



Remote Sales Manager Jobs



Remote Regional Sales Manager Jobs





INCLUDE CORE SKILLS IN YOUR RESUMÉ & COVER LETTER

Example of Skills Showcased in a Resumé

SALES ACCOUNT EXECUTIVE

Client Relationship Management - Upselling – Complete Sales Cycle Management

- Sales Account Executive with extensive experience in creating sales business plans, identifying leads, targeting upselling opportunities, building client relationships, and 5 years of complete sales cycle management.
- Maintains strong relationships with clients and manages a curated accounts portfolio of established networking relationships for long-term success.
- Passionate about new business generation and developing meaningful relationships with clients that lead to conversions.
- Highly organized and skilled in Sheets and Excel spreadsheet creation and maintenance to document and track sales performance and goals.

CORE SKILLS

Effective Virtual Communication • Rapport Building • Objection Prevention • Escalation Mitigation • Closing • Upselling • Post-Selling Relationship Management • Critical Thinking • Teamwork • Negotiation • Needs Assessment • Salesforce • Google Suite • Microsoft Office

Example of Skills Showcased in a Cover Letter

A highlight of my background shows:

- ✓ Constructed Corporate Training Team as Inaugural Director of Training to drive sales enablement and professional development for 400 employees across 15 office locations.
- ✓ Set vision and strategy for Retail Sales Training Department, executing transformative plans to support a national sales force of 2,300. Delivered cost savings of \$1.0 M in one year or over 4 years through strategic vendor sourcing and negotiation.
- ✓ Led 3 separate sales teams to top 3 national rankings in various markets, outperforming competitors.
- ✓ Recipient of multiple awards in every sales role, including prestigious President's Council Award, Area National Sales Champion, and Sales Coach of the Year.

The Virtual Vocations Career Services department can assess your resumé as well as rewrite your resumé and cover letter following an expert evaluation from our experienced team, which includes an ACRW certified resumé writer.



**GET RESUMÉ
HELP**



SET UP ALERTS FOR REMOTE SALES JOBS BASED ON YOUR SKILLS

With remote job alerts, you will receive daily emails containing new remote job openings that match your professional skills and experience. For example, when you search the Virtual Vocations job board for 'sales representative' remote jobs, click the orange '**ACTIVATE**' button to create an email alert for this search result.

The screenshot shows the Virtual Vocations website. The search bar at the top contains the text 'sales representative'. Below the search bar, the results are for 'Sales Representative Jobs'. On the right side, there is a 'Quick Links' section with a button that says 'Get 'sales representative' Email Job Alerts' and an orange 'ACTIVATE' button. The 'ACTIVATE' button is circled in red.

Within the Alerts section of your Virtual Vocations account, you can set up a job alert by clicking the blue '**CREATE NEW ALERT**' button as well as see your [Saved Job Alerts](#).

Thank you for logging in to your Virtual Vocations account. If you are not currently receiving job alerts, and should be, please check your spam folder and mark all correspondence as NOT SPAM to make sure you receive them. Thanks!

The screenshot shows the 'JOB EMAIL ALERTS' section of the Virtual Vocations account. On the left is a sidebar with navigation links: Benefits, Career Services, Career Documents, Edit Profile, Email Settings, Job Email Alerts (selected), and Telecommute Toolkit. The main area has a table for 'JOB EMAIL ALERTS' with columns: Keywords, Location, Categories, Frequency, Edit, and Delete. Below this is a section for 'RECENT SEARCHES' with columns: Keywords, Location, Categories, Create Job Alert, and Delete. A blue 'CREATE NEW ALERT' button is circled in red.

Keywords	Location	Categories	Frequency	Edit	Delete
sales representative		No	↑		×



EXPLORE REMOTE-ENABLED COMPANIES CONTINUOUSLY HIRING IN SALES

1 **HD SUPPLY**

[View HD Supply's Company Profile](#)

2 **PHILIPS**

[View Philips's Company Profile](#)

3 **experian**

[View Experian PLC's Company Profile](#)

4 **nielsen**

[View Nielsen's Company Profile](#)

5 **ORACLE**

[View Oracle's Company Profile](#)

6 **ThermoFisher**
SCIENTIFIC

[View ThermoFisher's Company Profile](#)

7 **SAP**

[View SAP's Company Profile](#)

8 **Humana**

[View Humana's Company Profile](#)

9 **amazon**
web services

[View AWS's Company Profile](#)

10 **CISCO**

[View Cisco Systems' Company Profile](#)

USE OUR JOBSEEKER RESOURCES

Career Services

Improve your hireability with the following expert services:

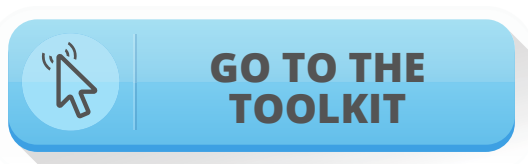
- ➡ **Resumé assessments and career coaching**
- ➡ **Resumé, cover letter, and LinkedIn profile writing**



E-Courses for Remote Jobseekers

Sign up for our e-courses via the **Telecommute Toolkit** page of your Virtual Vocations account.

- ➡ **Take our Getting Started With Telecommuting e-course**
- ➡ **Take our Creating a Winning Telecommute Resumé e-course**



Remote Jobseeker Blog Content

- ➡ **Resumé Mistakes: 10 Errors Employers Will Not Overlook**
- ➡ **Remote Sales Jobs: 25 Telecommute-Friendly Companies with Openings!**



Visit the Virtual Vocations website and social media profiles for more remote work content, resources, and conversations.

