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# Example of Commerce Sales Job Description

Our innovative and growing company is looking to fill the role of commerce sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for commerce sales

* Maintain current knowledge on customer acquisition trends
* Influence strategy and direction at all levels of the organization through thoughtful analysis, materials preparation, and strong communication skills
* Coordinate and submit weekly, monthly, and quarterly reporting for key strategic initiatives assigned to the Commerce Solutions US President
* Manage the intake of new project requests and coordinate pre-approval activities including the creation of project charters and business cases, prioritization against existing projects, and working with Business Engineering to champion projects through formal approval
* Serve as an escalation point for Enterprise client issues and coordinate efforts across Commerce Solutions to find quick and timely resolution
* Support Field Staff in the preparation of proposals, presentations, pre-call planning and client meeting actions for prospective customers and existing clients
* Support Field Staff in KYC/AML responsibilities including on KYC renewals and management of the compliance enquiry process with clients
* Act as Field Staff back-up in the opportunity management for new and existing clients
* Support Field Staff in analysing price points (cost per transaction, tiered pricing, ), client activity versus expectations, monitor client performance and provide business reporting
* Partner with Implementations, Credit / AML, Legal, Operations, Product, Risk and other functions including Senior Bankers to optimize product and service delivery to clients

## Qualifications for commerce sales

* A desire for continued learning and self-study
* Managing the existing FX relationships to make clients are serviced in an efficient manner
* Responsible for negotiating fees and implementing spreads for new FX clients constantly looking for ways to improve profitability by optimizing revenues and volumes from our existing client base
* Understand our clients/prospective clients execution needs to help build bespoke solutions in order to win market share
* Eager to learn, self starter
* Keeps all functional groups in mind throughout the project lifecycle and ensures key stakeholders are engaged