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# Example of Commercial Sales Manager Job Description

Our innovative and growing company is hiring for a commercial sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for commercial sales manager

* Properly maintains vehicle(s) and takes the necessary steps to report vehicle maintenance issues
* Coaching, mentoring, motivating Client Development Managers
* Formulate and execute on quarterly sales plans
* Participate in the hiring of Client Development Managers
* Inspire and lead a dynamic velocity sales team
* Coach and provide feedback to reps in the areas of sales/personal development, direction and focus
* Conduct quarterly progress review sessions with each representative
* Manage productivity, funnel of opportunities and quality to ensure teams meet established goals and standards
* Ongoing process improvements, recommendations and implementation of these
* Assist in managing programs to achieve target goals for team and individual representatives

## Qualifications for commercial sales manager

* Commercial specification/sales experience
* Dedicated Sales Coach
* Real opportunity for growth and development
* 4+ years of sales experience with a history of overachieving targets in a market leading technology organization
* Ability to develop profitability models and other analytical tools
* Commercial HVAC/ MultiFamily knowledge