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# Example of Commercial Sales Representative Job Description

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

## Responsibilities for commercial sales representative

* Plan/carry out/support marketing activities to agreed budgets and integrate personal sales efforts with other organized marketing activities, , product launches, promotions, advertising and tradeshows
* Increase market share in established markets, new markets
* Develop strong relationships with both customers and manufacturers of modular buildings, sub-contractors for transportation, installation and service
* Maintain accurate records in the division’s database on customer quotes, specifications and special requests
* Have obtained a high school diploma or equivalent
* 4 year college degree is preferred, but not required
* You will be responsible for selling McAfee security products, professional services and training into Victoria, South Australia, Tasmania and New Zealand
* Sell to existing customers of McAfee and to new customers in the Commercial space
* Achieve sales quota’s on a monthly, quarterly and yearly basis
* Qualify and follow up sales leads

## Qualifications for commercial sales representative

* Utilize modern selling and marketing techniques and tools to communicate effectively with key business decision makers
* Success will be defined by effectively growing revenue through managing your sales pipeline to quota attainment, with timely updates in the CRM system to enable reliable forecast of expected wins
* Business-to-business (B2B) sales experience of high-tech products/services is preferred
* Previous inside or outside sales experience is preferred
* Ability to listen to others, express ideas both orally and in writing and provide relevant and timely information to clients, managers
* Ability to think innovatively to create value-added solutions for prospects and customers in a competitive and commoditized industry to achieve individual and company objectives is required