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# Example of Commercial Sales Representative Job Description

Our growing company is looking for a commercial sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for commercial sales representative

* Meet with clients to discuss their pain points and craft a solution that McAfee can provide
* Maintain records of customers called and update Salesforce CRM
* Effectively utilise the channel in making and fulfilling orders
* Prepare quotes that are correctly drafted and submitted for processing
* Keep up to date knowledge of the industry competitive position of the company
* Developing and managing customer relationships focused on generating new commercial transactions
* Proactive communication and responding to customers in a timely manner
* Researching and developing a list of prospective customers to produce sales leads
* Creating and executing a sales plan for scheduling calls and setting appointments with prospects such as attorneys, builders/developers, investors, lenders and real estate brokers and their agents
* Collaborating with the prospect or customer and our escrow team to identify specific needs and expectations

## Qualifications for commercial sales representative

* Must exhibit sound oral expression and comprehension, negotiation, listening, and reasoning skills
* BS/BA degree preferred or, at the minimum, High School diploma or GED
* A minimum of 1-3 years in related field experience, including significant sales training, experience and success
* Experience in selling video surveillance or security alarm systems, access control and/or networking a plus
* Experience is using sales management software a plus
* Must have negative drug screening result