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# Example of Commercial Sales Representative Job Description

Our growing company is looking for a commercial sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for commercial sales representative

* Develop new Commercial Business – identify prospective customers by utilizing market databases, targeted lists and following up on leads provided by the stores in your territory
* Account Management – regular contact Fleet Managers of existing accounts via face to face meetings, telephone and email
* External Customer Support – act as first point of contact for issues or concerns of commercial customers
* Internal Customer Support – act as first point of contact for issues or concerns from Store Operations
* Ensure the successful rollout and adoption of Hitachi Vantara products through strong account management activities and coordination with pre-and-post sales engineering and support resources
* Prospect for and qualify leads and develop new customers in conjunction with our channel partners
* Developing new commercial business opportunities through cold calls and lead generation
* Developing and executing a comprehensive monthly and annual sales plan for the assigned territory to service and expand our business with our existing and new customers
* Achieve all budgeted goals
* Ensure invoices are turned and that tickets are reviewed daily

## Qualifications for commercial sales representative

* Proven success business-to-business sales experience
* Bachelors or relevant degree in sales, marketing or minimum 5 years equivalent in training, education and/or experience in a related field or function
* Must have A&E specification experience & established relationships with the design community
* Minimum of 5 years’ experience in the Commercial Real estate Industry and or Title Segment preferred
* 4+ years of successful B2B commercial printing sales experience
* Understand commercial printing terminology and functions of the business