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# Example of Commercial Sales Representative Job Description

Our company is growing rapidly and is looking to fill the role of commercial sales representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for commercial sales representative

* Ensure all employees are trained properly and follow procedures and provide coaching to employees where improvement is needed
* Complete weekly shop schedule, maintaining minimum overtime to keep labor within budget goals
* Ensure service equipment is in good working condition and well maintained
* Perform inventory spot checks weekly
* Manage and maintain relationship with employees
* Provide friendly and competent customer service
* Responsible for the sale of new truck tires, retreads and services
* Maintain current accounts with regular sales calls and follow up to accounts
* Maintain an acceptable profit margin
* Responsible and accountable for meeting the individual and team sales and marketing goals agreed to with their sales managers

## Qualifications for commercial sales representative

* Initiating telephone and email contact with potential prospects from partner deal registrations, qualified opportunities and lead generation lists
* Manages performance against quotas and sales forecasts, executes marketing plans and ensures sales objectives are met
* Coordinating sales activities with partners and resellers to identify and close business in the Commercial Segment, defined as businesses with 250 or more employees
* Monitors daily activity of sales representatives including calls, targeting specific customers to achieve objectives and managing sales support activities
* One to three (1-3) years of inside direct sales experience in the software industry preferred
* Two to three (2 -3) years experience selling enterprise software to Commercial segment