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# Example of Commercial Sales Job Description

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

## Responsibilities for commercial sales

* Performs other duties and special projects as required by the business
* Utilize managerial skills in planning, organizing, coordinating, and controlling all aspects of the Commercial Tire and Service salesprocess through the assigned MTS Commercial Sales Representatives
* Develop specific Business Plans for sales activity and growth goals
* Facilitate customer contact on a frequent basis to assure 100% customer satisfaction and maximum retention
* Forecast future sales trends and develop action plans for future incremental business growth and revenue generation
* Protect corporate assets and limit any controllable liabilities or claims
* Consistently create accountability throughout the store chain to create an autonomous, self-managed, highly informed, highly motivated team that accepts challenges and rises toward achievement
* Work closely with all levels of associates to ensure proper reporting procedure from daily Center activities
* Daily review of set objectives and achievement status with management
* Work closely with Executives and team, and provide administrative support to reach the organization’s aims and objectives

## Qualifications for commercial sales

* Overall knowledge of HVAC distribution and Indirect sales, service, installation
* Experiencing the development and execution of distribution and marketing plans and programs
* Advance English knowledge
* Availability to travel to Central America and the Caribbean territory
* A bachelor's Degree in Economics, Business Administration, Marketing, Commerce, Engineering or any business related field of study
* A minimum of three (3) years working experience in a busy commercial environment