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# Example of Commercial Supervisor Job Description

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

## Responsibilities for commercial supervisor

* Become an expert in our Commercial lighting control solutions and drive the sales of dynamic systems
* Drive Lutron Commercial system sales growth to meet yearly targets
* Build strong, lasting business relationships with key decision makers (electrical engineers, lighting designers, electrical contractors) in the Commercial lighting control marketplace and related influencers (such as builders, remodelers, architects and interior designers)
* Develop strategic market plans that generate new accounts and drive incremental sales at existing accounts
* Stay current with market trends and anticipate account needs and opportunities
* Listen to product suggestions and provide feedback to internal Lutron departments
* Stay current with all Lutron commercial products
* Generate required reports and management information to Sales management
* Keep records and contact information in a professional manner, using Salesforce.com that can be shared with appropriate Lutron people
* Communicate proactively with territory specification and commercial sales teams about Lutron sales opportunities beyond the Commercial market

## Qualifications for commercial supervisor

* May coach and develop Employees
* Superior craftsmanship
* Creative courage
* Bachelor’s Degree in Computer Science, Engineering, Computer Graphics, Computer Animation, Architectural/Industrial Design, or related field
* Intermediate knowledge of Excel including spreadsheet constructions and queries
* Intermediate knowledge of SharePoint, setup searches and directory structures for document management