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# Example of Project Sales Job Description

Our company is looking to fill the role of project sales. 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 project sales

* To closely interact with the concerned product group incharge of the Marketing team by focusing special attention on potential areas for a particular product towards maximising business and profitability
* To ensure business of Fosroc Products by using all the resources like CT & Spec team
* To develop good and effective contacts with consultants/architects for furthering Company’s business interests
* To establish and maintain good rapport with Applicators & Project Distributors
* Drive sales growth within lighting controls business with new and existing specifiers and contractors
* Develop and deliver opportunities through all relevant channels
* Develop strategic business plans in line with business targets
* Embraces change and is open to the ideas and opinions of others being a logical thinker when dealing with colleagues and customers ideas/requirements
* Drive special analysis and projects (comp & performance mgmt., organization design)
* Provide admin support (create presentations, manage projects)

## Qualifications for project sales

* Five (5) years’ experience selling HVAC Installation and Construction projects
* Must have experience using an Estimating software, Quote Express a plus
* Active Industry related Trade Association Membership preferred
* Min of 5 years’ experience of material handling, system, particularly in Palm Oil Industry
* Manipulation and utilization of data within a CRM system
* Positive attitude and an energetic work ethic