

# Job Specification- Internal Commercial Sales Manager



	Essential	Desirable
Qualifications	5 GCSE's A-C to include English and Maths or equivalent.	A Levels or equivalent 3 <sup>rd</sup> level qualification (Business Related)
Experience	6 months+ Customer service experience.  Sourcing project specific opportunities and following these through to secure the order.	Sales Experience  Face- to face selling  Presenting Experience  External sales experience.
Knowledge, Skills and Competencies	Negotiation skills Punctual Self-motivated Team Player Enthusiastic Hard Working High Social Skills Relationship Builder Independent thinker Excellent Communication Skills Confidence to work independently or as a team Very well organised Ambitious Adaptable to change Rejection Handling Engaging Strategic Thinker Positive Outlook Persistent Well Presented	Construction Industry knowledge Telemarketing Dynamics experience Business Development Experience
Physical Circumstances	Full and clean driving licence  Must be able to travel for face to face customer meetings as required	