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# Example of Automotive Manager Job Description

Our company is hiring for an automotive manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for automotive manager

* Identify New Incremental Opportunities
* Closed Won -Ensure the open Opportunities follow the clear steps of the selling cycle
* Closed Won Actual Sales - Ensure the Opportunities closed won contribute to our actual sales number
* Work on-site with local sales teams and sales managers as assigned to execute sales strategies focused on sustainable digital revenue
* Ensure sales teams and sales managers achieve mastery level of core competencies, product knowledge and sales strategies, while successfully executing on specific revenue objectives
* Demonstrate consultative sales techniques during sales planning and sales calls
* Coach managers and reps with candor, while mentoring and developing all levels of a sales organization
* Assist with moving the business forward through follow-up with sales reps/managers and/or advertisers as needed
* Merchandise existing catalog to exceed departmental goals
* Manage new and existing seller accounts to ensure consistent growth in sales and product selection to meet preset goals

## Qualifications for automotive manager

* Experience building campaigns around success metrics like eCPEV, eCPA, eCPC, eCPB
* High level of digital sales and automotive acumen with the ability to lead local sellers and managers toward a digitally focused sales force
* Ability to develop impactful ROI driven solutions and coach reps/managers to do them as well
* Has deep understanding of local market and competitive landscapes
* Bachelor’s Degree in Business Administration, Marketing, Economic or related field or 6 years directly related experience in lieu of Bachelor’s Degree
* Must be able to write, read, analyze and interpret technical/financial product materials