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# Example of Automotive Sales Manager Job Description

Our company is looking to fill the role of automotive sales 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 sales manager

* Take responsibility for the sales process in the relevant country incl
* Influence decision makers in a complex environment within and outside on all levels, drive actions/decisions - even without disciplinary responsibility
* Maintain up to date awareness of industry trends, technical & training development, market intelligence to help define the positioning of value selling offer and report as part of the leadership team
* Maintain market intelligence on influencer trends, activities and competitor interactions
* Establishes productive, professional relationships with key personnel in assigned customer accounts and prospects
* Proactively assesses, clarifies, and validates customer and industry needs on an ongoing basis
* Maintain company/contact information and document all sales calls, customer visits and business opportunities in Salesforce Customer Relationship Management system
* Maintain client relationships, including follow up, support, problem solving, technical, and service recommendations.Accountabilities and Performance Measures
* Achieves assigned sales volume and revenue quota in designated regional and national accounts
* Responsible for representing the Company in a positive professional manner at all Company functions

## Qualifications for automotive sales manager

* Maintains a deep, broad understanding of the market
* Develops a strong sales plan with team and holds staff accountable for achieving their plans
* Minimum 7+ years’ sales experience with a proven track record in building and growing a multiple M+ revenue business
* Above-average ambition and desire to succeed
* A good degree from a leading university
* Automotive dealership and manufacturing knowledge and experience strongly preferred