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# Example of Division Sales Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of division sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for division sales manager

* Act as Divisional point-person for all new “innovative” new product platforms
* Provide leadership and direction to a front-line sales team of 2-4 direct reports
* Provides leadership and direction to a front-line sales team of 4 - 9 direct reports
* Implements and manages field support tools including
* To solicit and book groups of 25 or more rooms on peak nights and provide information on all
* Food, beverage, special requests and audio-visual needs
* Follow up on all inquiry calls and continuously establish new business for the hotel
* To establish revenue for the hotel by successfully selling event space, food and beverage, and managing guest room blocks for sales accounts
* To achieve assigned performance targets
* Establish and maintain effective employee working relations both within the department and with other departments

## Qualifications for division sales manager

* Strong planning and organization skills, team player
* Strong communication skills for effective presentation of product information to clients
* Acquire prior approval before acting on operational matters
* Other Strategic initiative, investment and strategy implementation to be proposed to superior prior to implementation
* Experience with CRM tools SalesLogix
* Interpreting and incorporating analysis results into actionable programs