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# Example of Franchised Sales Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of franchised sales manager. 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 franchised sales manager

* Responsible for establishing a client base of corporations, organizations and associations through direct solicitation to secure Extended Stay Business
* Proactive sales approach to saturate and penetrate Extended Stay business accounts that meet the hotels quarterly goals
* Create and implement sales materials and presentation collateral as appropriate for each appointment
* Build and maintain influential relationships and networking within the industry
* Build accounts, log all activities and group bookings in the Delphi system
* Confirm all sales with a contract
* Ensure that operations and event management has all information needed to adequately service clients and negotiated accounts
* Attends trade shows, community events and industry meetings
* Conduct weekly sales calls to clients uncover new business in all market segments
* Generate leads through Internet searches, telephone solicitations, mailings, referrals, networking, trade shows, professional and community organizations, sales, blitzes

## Qualifications for franchised sales manager

* Outgoing personality and great people skills
* Strength in direct sales
* Knowledge of local area and contacts preferred
* High motivation and high energy"
* Provide the highest quality of service to the customer at all times, set example for all hotel associates
* Develop a Marketing Plan by gathering historical and competitive data, then setting goals and determining action plans to meet those goals