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# Example of Franchised Sales Manager Job Description

Our company is looking for a franchised sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for franchised sales manager

* Cultivate lead sources
* Network with prospects to uncover other decision makers
* Establish and maintain close contact with top and target accounts through phone calls, appointments, tours, written correspondence and entertainment
* Assist with rate and services decisions
* Complete weekly and monthly sales call reports and submit to General Manager
* Build and maintain rapport with competitor hotels, lead sources, clients and local community
* Maintain accurate client information, sales files, and trace system on top and target accounts
* Prospect for new business through individual creativity and innovation
* Solicit local transient accounts
* Negotiate group business that meets or exceeds hotel revenue goals

## Qualifications for franchised sales manager

* Familiarity with the local economy and market conditions
* Preferred Bachelors degree in Marketing, Business, Sales Management or a related field, or equivalent of combined education and experience
* Minimum of 2 years direct sales experience in hospitality, or travel industry
* Demonstrated ability to work in an independent environment with minimum supervision and deliver against set goals
* Ability to work nights and weekends as required by business and account demands
* Proficient in basic business software applications (Word, Excel, PowerPoint, Outlook)