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# Example of Internet Sales Manager Job Description

Our innovative and growing company is hiring for an internet sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for internet sales manager

* You and the managers ensure each customer is followed up until they buy, if the rep cannot get the customer back
* The sales manager must be flexible and able to work some evenings, weekends and holidays
* The ODP Applications Manager/Director is to plan, manage and develop a team of Digital Sales Representatives
* Ensures appropriate operational planning is effectively executed to meet business needs
* Working knowledge of telesales job important
* Plays a role in electronic lead generation, marketing strategy and execution
* Train new hires and experienced sales professionals on ways to improve lead performance by the Company’s Customer Relationship Management (CRM) system to respond to sales leads
* Provide various performance reports to dealership management at specified times
* Work with the dealerships and various vendor representatives to resolve any issues
* Provide in store training in the dealerships and trouble shoot any performance problems

## Qualifications for internet sales manager

* Contacting and communicating with customers to identify needs using the Coggin Honda Selling Process
* Sales Managers manage a team of quota-carrying sales professionals
* Domestic experience is a PLUS!
* Previous automotive sales management experience preferred
* Ability to stay strong and calm in a stressful environment
* Needs to have a positive, aggressive attitude