Downloaded from <https://www.velvetjobs.com/job-descriptions/manager-senior-manager-sales>

# Example of Manager / Senior Manager Sales Job Description

Our company is looking for a manager / senior manager sales. 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 manager / senior manager sales

* Works with customer & Account Management team to ensure effective sales engagement
* Engage managers and coach/develop to close identified gaps
* Understand and achieve company operating plan targets by account
* The Sales Manager will support the company’s goals through a range of sales and account management activities
* Successfully manage key media accounts and achieve predefined sales objectives
* Help identify business opportunities with current clients and help source new leads
* Foster successful client relationships from pre-sale through the implementation process
* Forge solid, strategic relationships with key decision makers at targeted accounts internal account relationship stakeholders
* Very deep knowledge of the media publisher business, plus expertise in digital media marketing, current trends, and evolution of digital platforms is essential
* Insuring that the right multi-disciplinary organization and structure is in place to be able to deliver the sales objectives and has full responsibility for the sales plans and results in the assigned regions/countries

## Qualifications for manager / senior manager sales

* Strong relationships with Korean media agencies and global Korean brands
* Please merge files into one MS Word or PDF document
* Minimum 12 years of experience in sales of Switchgear components
* Ability to influence outside of a direct reporting relationship
* Understanding specific market requirements of Bangalore region
* Good negotiating, interpersonal, communication kills