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# Example of Manager / Senior Manager Sales Job Description

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

* Assist Director of Sales to stimulate productivity of all sales staff through positive guidance, development, training and support
* Assist the Director of Sales to ensure a challenging and exciting environment to encourage full career development and personal growth
* Articulate technical and business value propositions via phone, email, and video conference
* Direct and train Sales Managers
* Develop and execute strategic and tactical plans and sales methodologies to ensure the achievement of client and program goals and objectives
* Manage successful execution of weekly, monthly and quarterly client deliverables
* Oversee HR-related administrative processes, such as recruiting, interviewing, hiring, employee performance management and evaluations
* Provide measurable feedback to team members, including suggestions for improved performance
* Empower and provide leadership, vision and focus to direct reports, indirect sales representatives
* Actively develop managers and employees by providing leadership through effective objective setting, delegation, and communication

## Qualifications for manager / senior manager sales

* Confident negotiator and proven ability to 'close the deal'
* 3+ years experience in digital or related salesUp-to-date knowledge of comScores Planning (Audience Solutions) suite is strongly preferred
* Specific experience managing or selling syndicated research tools and/or advertising effectiveness measurement services and/or custom research solutions to marketing, market research, publishers and advertising agencies
* Experience and established contacts and relationships within the industry is preferred
* Relevant multi-cultural experience
* People management (working with a virtual team)