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

# Example of Manager / Senior Manager Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of manager / senior manager sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager / senior manager sales

* Be proactive about solving problems even if outside of your area
* Be ready to take on additional initiatives and responsibilities as they emerge and do all you can to help the company achieve its larger objectives
* Utilizes prospecting tools CoStar, Knowland Group and Hotelligence to full potential to uncover new potential markets, accounts
* Communicates any product or service issues to Director of Sales and Marketing On Property for immediate action with GM
* Targets Hit List accounts for future use of hotel(s) and communicates updates to Director of Sales and Marketing
* Uncovers Catering business when possible
* Establishing and maintaining relationships with potential merchants, internal colleagues across the company

## Qualifications for manager / senior manager sales

* Experience in leading and managing a sales team is a must
* FMCG & Multi-international company experience is highly preferred
* Confidently display a combination of strong sales, account management, technical and financial aptitude, with Engineering degree/foundation strongly preferred
* Progressively responsible experience within a similar product line is ideal
* Broad involvement in sales and maintenance of OEM components
* Creatively drive success and exhibit ability to build stronger, repeatable sales processes and an understanding of a wide variety of customer relationships is demanded