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# Example of Market Sales Manager Job Description

Our growing company is searching for experienced candidates for the position of market 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 market sales manager

* Assist in collection of payments from any trade account customers or independent operators within the district
* Make periodic market surveys, checking on competition, distribution, product mix, product rotation and service
* Ensure that all retailer programs including displays, promotional events and schematic integrity are being executed by independent operator at store level
* Coordinate and provide assistance as needed for retailer scheduled store resets and remodels
* Manage and track company merchandising assets (racks and fixtures) placed in the trade within district
* Assist in the planning of annual sales meetings with distributor network in district
* Utilize syndicated data to identify sales opportunities
* Provide feedback to management from key retailers and distributor customers
* Coordinate, set up and attend marketing events, store grand openings, trade shows and other events as needed to benefit the business
* Leads a team to ensure maximum performance on targets

## Qualifications for market sales manager

* Well organized, detail-oriented, professional, and a self-motivated team player with excellent interpersonal skills
* Strong communication skills in English, Cantonese and Putonghua
* Native English level both spoken and written
* Assembles and manages virtual teams
* Legally eligible to work in the country of employment
* Bachelor in the technical or economic field and sales experience required