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# Example of Sales Manager / Senior Sales Manager Job Description

Our innovative and growing company is hiring for a sales manager / senior sales manager. 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 sales manager / senior sales manager

* Actively builds prospects for new clients and services within the assigned vertical
* Develops and promotes strategies to sell solutions to new and/or existing clients utilizing problem/needs based selling techniques
* Actively promotes value propositions into agreed client base
* Ensures that all new client engagements have the appropriate contractual and commercial cover
* Owns and manages the 'Work In Progress' situation on all accounts
* Rigorously qualifies all opportunities against target criteria
* Creates and maintains executive calling plans
* Creates and maintains accurate pipeline/sales forecasts
* Ensures that systems are updated with accurate and timely information
* Works in collaboration across all functions to develop and implement new service lines and bundled solutions

## Qualifications for sales manager / senior sales manager

* Have at least a high school diploma, bachelor’s degree preferred
* Experience with Opera Sale& Catering a plus
* Ability to effectively engage in verbal and written communications that are timely, direct, concise, clear and relevant and delivered with appropriate style and tone
* 10+ years of experience exceeding quota by leading sales teams along complex sales cycles within a Partner ecosystem
* Knowledge and experience in direct sales with a focus on Business to Business
* Knowledge of the online shopping industry, particularly with marketplaces & marketplace sellers strongly preferred