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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. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales manager / senior sales manager

* Manage the pipeline to drive sales revenue and exceed target goals
* Consistently achieve sales objectives through sales to new customers and sales of additional services to existing customers
* Work closely with our global sales team to align sales efforts
* Leverage extended resources through team selling and strategic collaboration
* Develop and maintain an understanding of the territory, marketplace, competitive offerings, partners and business trends
* Be effective at time and territory management to maximise results
* Prepare and deliver timely and accurate pipeline and sales forecasts
* Share knowledge and be an active team player to help the team exceed company objectives
* Keep abreast of industry trends, competition, and new opportunities for us to explore

## Qualifications for sales manager / senior sales manager

* Can close large deals
* Bachelor’s degree with a minimum of eight (8) years relevant marketing, account and sales management experience in pharmaceautical/healthcare/medical industry
* In-depth knowledge of pharmaceutical industry required
* Previous experience at the senior/mid management level
* Proven track record in delivering against targets
* Excellent management, analytical, interpersonal, organizational and operational skills