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# Example of Sales Planning Manager Job Description

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

* Understands and consolidates historical financial and sales facts and consumer insights with the forward-thinking actions led by the Greatness Agenda
* Presents for alignment to EVPs, SVPs and VPs within Marketing, Finance and Merchandising
* Monitor team workload, provide individual development and performance feedback
* Travel should be expected (approximately 20% of time)
* Must have the ability to work in conditions of multiple and changing priorities
* Must be able to work with specific time constraints and meet deadlines
* Provide direction to project team members, define and allocate roles and responsibilities to project team
* Develop the master project plan
* Interact with Sales, Information Systems (IS) and Customer planning teams to prepare, review, and execute sales plans generated from sales planning tool
* Manage the operations of project - set milestones, progress reviews, status reports, resource allocation, and project conflict resolution

## Qualifications for sales planning manager

* Bachelor of Science (Applied Mathematics, Applied Statistics or Applied Analytics)
* Experience as business consultant and experience preparing business plans - Highly desirable
* Digital and new technologies knowledge
* Strong communication/presentation skills (verbal and written) in English
* BA/BS College degree preferred
* Graduation from a good institute with at least 6 + years of work experience