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# Example of Sales Planning Manager Job Description

Our innovative and growing company is looking to fill the role of sales planning 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 sales planning manager

* Manage team focused on commercial sales reporting and analytics, sales performance management, and sales measure framework development
* Coordinate with Sales/Marketing teams to translate business requirements into actionable, systems-oriented solutions
* Lead the design and execution of US At Home performance management routines aimed at consistently measuring key topline KPIs across major customers and channel groups
* Coordinate bottoms up customer plan development from field team and gap assessment to top-down goals
* Coordinate across cross functional partners and syndicated data providers to ensure delivery of necessary data to inform commercial decision making
* Own business reporting requirements for US At Home management team
* Synthesize US At Home business materials into monthly operating review for CEO review
* Assess trends of key business assumptions
* Work directly with senior leadership
* Provide a linkage from sales team to headquarters to ensure delivery of thought leadership & analytical acumen to account team

## Qualifications for sales planning manager

* Knowledge of forecasting, material planning and purchasing processes
* Strong communication skills (verbal and written) in English and Spanish are a must
* 15 years progressive responsibility within Information Technology or related field
* 5 years as Project Manager of complex projects involving resources from multiple functions or business units
* Possesses a Bachelor’s degree in Business or equivalent academic discipline
* Has 8 to 10 years of experience in sales planning or a related field