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# Example of Sales Systems Manager Job Description

Our growing company is looking to fill the role of sales systems 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 systems manager

* Weekly and monthly reporting of results and activities
* Work with Aftermarket Area Sales Managers to develop CMS opportunities and robust pipeline
* Ensure full engagement of inside sales teams in relevant campaigns via ongoing communication and review of results, with full involvement in the MEA Sales management team
* Define campaigns linked to those product areas to meet business goals
* Trackers/surveys/tools
* Serve as “Voice of the Customer” by making recommendations and supplying feedback to Product Management and Engineering teams to ensure products meet and exceed customer expectation
* 30% of time focused on national OEM agreements
* Identify potential customers and develop a business plan to reach them
* Identify growth opportunities and ensure execution of strategic plans to accelerate the growth in AP countries
* Fulfill information/data needed, critical for business growth and sustainability

## Qualifications for sales systems manager

* Bachelor’s degree with a minimum of eight (8) years of professional experience in engineering, sales, and/or marketing of technical solutions
* Services or Engineering experience with Building Energy Management Systems/BEMS
* Engage with Technical Product Management and Sales team stake holders to collaborate on roadmaps, requirements, and define solutions
* Experience in Technical or Enterprise systems management
* Experience in Application Development using Agile methodologies
* Strong analytical,problem-solving and decision-making skills, ability to react quickly to changing requirements due to product limitation or driven by enterprise need