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# Example of Selling Manager Job Description

Our growing company is looking to fill the role of selling 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 selling manager

* Responsible for managing all aspects of branch, driving branch productivity and profitability
* Oversee the direct staff, ensuring that they are appropriately equipped with the knowledge, training and tools to effectively execute their jobs
* Make decisions regarding hiring, placement, and discipline of branch members
* Develop and effectively communicate quarterly sales strategy and tactical operations plans to drive profitable growth and retention of current book of business
* Track, analyze and communicate overall progress of sales efforts against activity targets - weekly, monthly, quarterly and annually
* Maintain and grow client relationships, regularly meeting and interacting with clients to understand their needs and proactively address potential issues
* Implement innovative strategies to drive peak performance at all times, and sustain high client satisfaction levels
* Support client operations by providing top quality service and talent management through branch team
* Primary responsibility of driving revenue through lease sales and maintaining operations of facility
* Manage and grow a team of business analysts, data engineers, and data scientists that drive business decision making

## Qualifications for selling manager

* 5-10 years experience in sales management or marketing
* Multiple language (beyond English) competency would be helpful
* Knowledge of SQL, database and website reporting tools (Adobe Analytics)
* Familiar with content management and marketing automation systems (Pardot/Salesforce)
* Experience with B2B, ecommerce and platform-related industries
* Familiarity with PR, writing press releases, and international trade organizations within government/NGO/IGOs