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# Example of Senior Sales Manager Job Description

Our growing company is hiring for a senior sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for senior sales manager

* Experience selling complex industrial equipment
* Management of the Trade Group of the Sales Department
* Budget control of the Sales Department as a whole
* Compiling of a database of channel information for framing of the channel plan that makes it possible to expand market
* Consistent feedback of market information
* Getting the picture of clients, proposing of product planning

## Qualifications for senior sales manager

* Broad organizational skills
* Must have previous hotel sales expereince
* Bachelor Degree or equivalent work experience (essential)
* Additional course or certification in Sales (desirable)
* MBA or equivalent experience (desirable)
* Management certification or qualification (desirable)