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# Example of Services Sales Manager Job Description

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

## Responsibilities for services sales manager

* Keeps informed on new ILS products and/or services and other general information of interest to customers
* Visit dealers and attend sales meetings to promote retail finance programs and to gain valuable feedback to improve promotions, policies and procedures
* Being responsible for forecasting and project issues resolution for assigned accounts/territory
* Providing hands-on support to the project team translating the context of the client requirements to that of the scope of work
* Defining and managing overall project risks and taking proactive, corrective action to mitigate those risks
* Form strong relationships with flight departments within assigned territory
* Work closely with Customer and Product Support and Aftermarket CBT leadership to present a simple way of doing business to the customers
* Develops and implements sales strategies for a specified geo graphic area, business unit or product line
* Oversees activities of sales personnel
* Forecasting Business Growth

## Qualifications for services sales manager

* Relevant and proven sales management experience (people management) in a B2B tech environment selling software solutions and integration services
* Pilot’s license – instrument rating preferred
* Deep knowledge of aircraft operation and flight planning
* Maximizing Sales for wireline and Cross Product Lines
* Ability to review terms and conditions
* Current Knowledge of Clients