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# Example of Services Sales Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of services sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for services sales manager

* Lead and develop complete technical and commercial proposal with all necessary documents and subjects like Executive summary, Solution, Description, Bill of material, Project execution plan, project organization, Project schedule, Support structure, References, etc for Sales Pursuits
* Present educational financing seminars to dealers and district sales managers
* Lead projects to define and implement sales processes, systems & reporting tools
* Responsible for assessing market potential and opportunities of our solutions, within our core solutions, and adjacencies
* Follow a sales plan consistent with the business objectives to achieve the revenue growth targets
* Exceed monthly and yearly bookings goals
* Will use iBE CRM to drive opportunities to close
* Will work with the local measurement lab to keep existing customers & find new customers in order to hit the territory booking goal
* Will “cold call” customers (face-to-face and via phone) to grow bookings stream
* Work closely with the Site Manager & Business Manager on quotes, backlog and service pipeline to ensure customer needs are met

## Qualifications for services sales manager

* Support the sales team – responsibility for the technical aspects of the sales process
* Managing high quality responses to RFPs and RFIs
* Participation is trade shows
* Technical analysis of customer requirements
* Technical negotiations with customers
* Creating configurations / quotes for customers