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# Example of Services Sales Manager Job Description

Our company is looking to fill the role of 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 abreast of competition, competitive issues, and products
* Develops new prospects and interacts with existing customers to increase sales, products, and/or services across LOBs
* Prepares written reports, cost benefit analysis, solution-oriented presentations, and sales and price quotations to compete for customer business
* Establishes and monitors booking guidelines for each sales/service manager in each unit to maximize revenues
* Responsible for Sales Management in the Area
* Assist to develop and maintain regular branch activities to ensure effective client contact is maintained through the team to develop relationships and identify client needs are being met, to probe/listen for new growth opportunities
* Makes sales calls and schedules face-to-face
* Printed copies are considered uncontrolled except signed Master Copy in Document Control
* To ensure sales of Turkey is enabled to apply best practice standards in daily work by ongoing know how availability and training
* To develop the best teams by rolling out the Global Sales Academy program which trains, develops, rewards and recognizes the global wholesale sales team

## Qualifications for services sales manager

* Executive Presence- Excellent executive presence reflected in content, tone and body language and a consistent professional presence
* Experience in leading outbound sales teams
* 3+ years of sales initiative and sales programme management
* 3+ years of Software sales
* Training in Acting as a Manager
* Associates Degree or Technical Certificate necessary