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# Example of UK Sales Manager Job Description

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

## Responsibilities for UK sales manager

* Actively manage people development – motivate & lead the sales team
* Lead the UK strategic annual wholesale plan, through translation and deployment of the EMEA strategic direction to maximize the potential in market
* Responsibility of setting budgets and controlling operational costs
* Improve Wholesale performance by analysis of (proven) sales drivers and setting stretching targets
* Give accurate product forecasting by season
* Consult with Retail & E-comm teams on (seasonal) buys and exchange information on performance in season
* Identify new business opportunities with new or existing customers in the country through solid understanding of business risks and opportunities
* Attract, develop and retain the right caliber of talent in the market
* Monitor and support individual performance of team members
* Input into long-term commercial projects such as native advertising solutions, viewability projects, sports rights acquisitions

## Qualifications for UK sales manager

* Working knowledge of grid/utility markets, grid-tied technologies, such as PV, wind, EE, DR, storage
* Prior experience in team leadership/management (preferred)
* Build senior relationships up to C level across multiple functions and divisions with all customers
* Be an authority in the eyes of your customer through a consultative selling approach
* To hit financial quarterly targets based on revenue generated by those new merchants you on-board
* Previous experience in direct sales, selling into medium, large and enterprise level companies