



# Example of Branch Sales Manager Job Description

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Our growing company is looking to fill the role of branch sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for branch sales manager

- Lead a focused sales organization providing coverage across the assigned territory
- Hire Sales Team members with the appropriate skills for performing success based selling
- Provide intensive coaching and developmental opportunities for team members
- Leads by example by demonstrating strong negotiations and closing skills in customer interactions
- Manage ongoing PIP Programs for team members not at quota
- Meet or exceed team sales targets as assigned
- Develop and implement sales methods and strategies to achieve specific product and target market objectives
- Establish and maintain sales methods and procedures to ensure high levels of professionalism, productivity and efficiency
- Coordinate with Marketing and database management resources to ensure successful execution of sales campaigns
- Track and report sales and sales activity metrics

## Qualifications for branch sales manager

- Entrepreneurial spirit and selling strategy
- 5+ years of sales or industry experience

- Should be Enthusiastic, Approachable, self-motivated and result oriented
- Bachelors of Science degree in an electrical, mechanical or fluid power discipline or
- Expert knowledge of our Mobile SMF Market and Applications using our Mobile Pump