



# Example of Business Development Sales Manager Job Description

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

## Responsibilities for business development sales manager

- Maximize the selling process and returns for the company
- Constantly strive to develop a customer service oriented approach ensuring response times to customers are continuously being reduced
- Provide a consistently high level of service to both external and internal customers of DAMCO
- Understand all client specific requirements
- Develop and implement sales process improvements in conjunction with sales personnel
- Develop a positive culture within the sales operations which promotes continuous improvement and the development of staff
- Ensure that Sales Management is informed in a timely manner of any changes in the market place
- Initiate and implement appropriate short and long term action plans in conjunction with the Commercial and Freight Forwarding Sales manager
- Plan and perform sales calls according to corporate strategy
- Maintain and keep up-to-date the customer database for your account base

## Qualifications for business development sales manager

- Knowledge & understanding of the Commercial GTM model
- Capacity to analyze market/business trends to provide corrective actions to improve business performance

- Results and metric oriented
- Sales territory covers Ohio
- Candidate needs to reside in territory