



# Example of General Manager Sales Job Description

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Our innovative and growing company is looking for a general manager sales. 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 general manager sales

- Develop, engage and retain talented people by creating a work environment where people can realise their potential
- Building Strategic Network with people inside and outside the organisation to advance the business goals
- Selecting, managing and coaching Team and Operations Managers
- Put in place and execute a well-defined Communication and Engagement model to ensure all of their teams understand the performance of our business and also that they understand the needs of their teams
- Achieve the unit commercial targets
- Responsible for the managing of the direct variable cost
- Maximise the opportunity for BP revenues
- Working with Planning and Finance to determine appropriate staffing levels for the service or unit
- In coordination with stakeholders, develop and implement an integrated business plan for L0/L1 level hospitals that includes key strategies, tactics, financial objectives, budgets, channel structure, resource deployment, Analyze financial and operating performance against plan and take corrective actions as necessary
- Lead the development and presentation of L0/L1 Growth Playbook to ensure any specific requirements are incorporated into business/product plans

## Qualifications for general manager sales

- 5+ years in a Sales manager role, leading sales efforts of complex projects and/or large product sales
- Thorough knowledge of cement processing equipment a plus
- Experience with commercial and international contract negotiation
- Strong knowledge of the HVAC or building material is as a plus
- Sales leadership of over 100 FTE for minimum of 3 years
- Enhance team capabilities for executing complex, cross-business deals combining products and solutions across all business units