



Example of General Manager Sales Job Description

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

Responsibilities for general manager sales

- Notify dealer consignors of the target sale percentages for each lane
- Present a quarterly and monthly plan for the department that drives achievement of the dealer consignment budget
- Plan and execute quarterly reviews for the top 20 major dealer consignment accounts
- Work with e-Business team to refine strategy for the transition of target accounts to the ADESA online solution suite
- Participate in the assignment of goals for all units offered online and coach accounts to drive most effective use of online solution
- Accountable for the development and delivery of the Equipment Sales strategy to meet Annual Operating Plan
- Accountable for the development and delivery of the Marketing strategy in conjunction with the Service Leader and CTKS Leader
- Develop annual Collaborative Business Plans, Periodic Tactical Business Plans, and appropriately partner with Spirits Sales Managers on the management of Collaborative Business Plans
- Set expectations with key distributor personnel and monitor distribution, shipments, and other sales activities, conducting weekly progress checks of distributor performance
- Manage allocations at a state, distributor and account level to leverage best use, for optimum benefit to gross margin and brand equity

Qualifications for general manager sales

- Submit sales activity and other reports, as needed/requested
- New home sales experience (6 months minimum)
- Leadership experience (12 months minimum)
- Good under pressure
- Able to handle multiple challenges simultaneously