



Example of General Manager Sales Job Description

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Our company is looking 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

- Oversees and directs the effort of the national rep with the National Sales Manager
- Oversees and sets the strategy for the digital effort with the Digital Sales Manager
- Ensures the proper use of sales support resources
- Develops and maintains close relationships with clients and agencies
- The Annual average regional budgets across 4 LP businesses is \$100 + million
- Submit annual forecast by product category and provide quarterly reviews on these forecasts
- Recruit new talent and develop (train, coach, lead, mentor and manage) the overall regional sales team, which typically includes 8-12 employees, so that LP has an enviable team of sales professionals
- Responsible for targeting and builder demand and channel expansion for SmartSide, EWP, Moulding and Value Added OSB product categories to achieve growth targets
- Accountable for the development and execution of a regional sales plan ('Market Back Plan') that takes into account market analyses and organizational objectives
- Ensure that the Regional sales team understands the overall business strategy and specifically their Region's part in achieving that strategy

Qualifications for general manager sales

- BA/ BS Degree preferred or related field experience

- Prior track record of success in consultative sales role to C-Suite executives at employers with \$500M in revenues
- The ability to oversee regional operations and assume additional management responsibilities as the market(s) for which the GM is responsible mature
- Minimum five years successful experience in either a corporate sales or entertainment based sales environment (theme park experience preferred)
- The ideal candidate will be a contemporary, big picture thinker who can function effectively in a fast paced, collaborative work environment