



Example of Manager, Global Sales Job Description

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Our company is searching for experienced candidates for the position of manager, global sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager, global sales

- Lead the Account Teams to work with of these ABO leaders to devise insights, set sales goals and develop growth strategies to realize these goals
- Work with Global Sales management and team to implement global SAM strategic direction in the Greater China and Asia Pacific regions
- Support the regional/affiliate Account Management teams with development and execution of SAM activities in the regions
- Build close working relationships with the assigned ABO leaders and become their trusted business advisor
- Develop and document deep knowledge and understanding of how the assigned ABO organizations build and teach the business
- Partner with the Global Sales Regional Support team and affiliates in driving the Succession Planning process with the assigned ABO leaders, by providing clarification, consultation and support on all aspects of the initiative
- Create content to educate the Sales team and channel partners
- Effectively position the company to provide a strategy for performance to its customers
- Manage primary relationships with customers' Purchasing, Research and Product Development organizations
- State clearly and specifically the mission of the company, determine what the issues are effecting the customer and develop strategies to effectively deal with these issues

Qualifications for manager, global sales

- Must be proactive and able to work independently in a variety of market and financial activities
- Must be accurate, detailed oriented, professional, and timely in all aspects of job duties
- Coordinates with the Global Sales Enablement team to define the necessary assets and delivery methods that will be used to convey the needed knowledge within the sales team
- Manages the success of the sales metrics associated with the overall ELM process
- Understands and provides direction to the development of product marketing assets that will be used to support the sales efforts for new and upgraded solutions