Example of Market Sales Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of market sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for market sales manager

- Establish/maintain working relationships with key line, Contracts, Marketing, Clinical and Specialty management staff to ensure thorough understanding of Company products/services
- Maintain detailed territory list, prioritizing accounts in accordance with the market/territory sales plan
- Meet with market management and sales team to discuss market sales activities, new opportunities, potential problems, on a weekly basis
- Participate in special projects, quarterly Blitz events, and perform other duties as assigned
- Generate your own leads within a wide range of mid-size advertisers advertising agencies in the Netherlands
- Manage the full sales cycle from the cold calling up to the onboarding of your new clients
- Achieve your individual and team sales goals
- Generate your own leads within a wide range of mid-size advertisers advertising agencies in Italy
- Generate your own leads within a wide range of mid-size advertisers advertising agencies in the Nordic Countries
- Generate your own leads within a wide range of mid-size advertisers advertising agencies in Russia

Qualifications for market sales manager

- Proven and quantifiable success in improving a team's performance, productivity, and performance against goals
- Good understanding of power electronics and/or drive technology for rail vehicles would be a bonus
- The position is based in Phnom Penh but the applicant will have to travel on regular basis to China, Hong Kong and Taiwan
- The position is open to Chinese Citizens who wish to have an experience overseas in an economically dynamic country
- Willingness to travel overnight for business is required
- Requires strong resilience, high energy and a result driven approach