



# Example of Online Sales Manager Job Description

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Our company is hiring for an online sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for online sales manager

- Develop New Business through qualified lead conversion
- Lead, develop and inspire a team of Account Strategists towards excellence and to overachieve on business goals
- Partner closely with sales leadership to align goals and incentives for the overall health of the business
- Compute and recommend sales targets for Telesales team based sales run rate & team potential
- Collect and analyze external market data to provide benchmarks for comparison purposes
- The scope of this role is global with primary focus in the Americas
- Ownership of Ridge Tool's 'Buy Now' and Preferred Online Distributor programs
- Account Management for Amazon and other online distributors
- Collaboration with Ridge Tool's salesforce to facilitate cross-functional relationships with online distributor accounts
- Process owner for Ridge Tool's MAP and iMAP Programs

## Qualifications for online sales manager

- 1 position for Vietnam language market
- MNC work experience
- Typically requires a Bachelor's degree with > 5 years of related experience in

- Hands-on in e-shop operations and with strong key account management skills
- Strong Understanding of Online Environment & Web platforms
- Good knowledge of Office software, specifically Excel, Word, PowerPoint & Google Analytics