



Example of Operations Sales Manager Job Description

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Our innovative and growing company is hiring for an operations 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 operations sales manager

- Manages all sales administration and support functions including resources necessary to achieve sales goals
- Develops and aligns sales administration policy and guidelines to company business objectives, and communicates them to sales organizations
- Manages the procedure for workflow including setting and assigning goals to sales force, performance tracking, rewards policy, training and others
- Work with Content Management, Media Desks, and local channel teams to ensure delivery of all licensed content to 3rd party licensees and input same against programs licensed into Contract Management System
- Arrange for 3rd party created foreign language versions to be delivered to 3rd parties and input dates against programs licensed in Contract Management System
- Identify expired programming and alert sales and legal of same, track all withdrawals
- Ensure the overall integrity of the Contract Management System rights tracking component by reviewing executed agreements and the compilation of salient rights clearance information
- Testing of all sales functionality (i.e., contract writing, acquisition contracts, delivery, sales and availability reporting managers)
- Identify and report issues to Quality Assurance for logging with Contract Management database Vendor
- Manage, train and delegate to the staff Coordinator on all aspects of Sales

Qualifications for operations sales manager

- At least six (6) years of related experience, including at least one (1) year of leadership experience
- Proficient in Salesforce.com or other cloud-based applications
- Support business operations director with half yearly interlock planning process
- Represent India in various GEO calls as and when needed
- Hands on experience in Account and territory planning, GTM coverage models
- Engage with Deal desk and other cross functional activities as and when needed