



Example of Operations Sales Manager Job Description

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Our growing company is hiring for an operations sales manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for operations sales manager

- Build wholesale business growth strategies that support company revenue goals, sales rep agency overall business initiatives and brand objectives
- Set yearly and seasonal goals for selling obsolete inventory at the best possible margin
- Determine and communicate seasonal tech clinic objectives and coordinate support the Rep Agency may need to execute, including clinic deals, 3.5 and seed product
- Support the VP Sales in the development and assignment of the Sales team and individual booking goals
- Develop, implement and manage all operational aspects for UK Sales leveraging corporate best practices
- Analyse and interpret data and high-level operational reporting
- Work as a change agent on our journey towards a world class sales force
- Is the functional owner of global initiatives
- Organize and maintain sales collateral and training documentation for the sales team
- Organize all new prospects by region, advertiser vertical

Qualifications for operations sales manager

- Demonstrated operational and Team leadership
- Excellent written and verbal communication skills (English) with all levels of management

- Must demonstrate strong management of testing process, process management and Knowledge management areas
- Ability to work successfully in a fast paced, changing environment and adapt to and meet constantly evolving business needs
- Supporting remote stakeholders