



# Example of Product / Sales Manager Job Description

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Our innovative and growing company is looking for a product / sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for product / sales manager

- Evaluate sales organization educational needs in the areas of marketing and products to improve knowledge and confidence in NHA products, solutions, and services
- Elevate comprehension and confidence in speaking about NHA products, services and professional support tools across the organization
- Improve the delivery of marketing content, assets, and training and increase collaboration and best practice sharing across products, sales, marketing and operations
- Create content to articulate the benefits of our products to the market
- Partner with technology team to deliver a world-class application with input from customers, prospects, advisory teams and internal product experts
- Make tough prioritization choices and find creative solutions to hard problems
- Engage with customers of all sizes for requirements gathering and roadmap briefings
- Define and analyze metrics that inform the success of your product
- Collect voice-of-customer (VOC) to create product specifications and requirements for NPD projects insure the suitability of current products to meet market demand
- Assessment of build vs

## Qualifications for product / sales manager

- Amazing communicator, both written and verbal, with high attention to detail and organization skills
- Strong computer skills including experience managing leads in an online Customer Relationship Management System (CRM – Salesforce.com), MS Excel, Word, and PowerPoint
- Experience with mobile user interfaces a strong plus
- Experience in integration capabilities with Microsoft Exchange Server and / or Google APIs to synchronize contacts, activities, and emails is a plus
- 2 years of product management experience with consumer web and mobile products and technologies