



Example of Sales Business Manager Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking to fill the role of sales business 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 sales business manager

- Assist with oversight of fiscal management of the Districts as needed
- Analyze the customer base for potential major sales opportunities, trends, new customers and product niches as needed
- Providing first level business process and systems support for the lamp sales organization
- Manage the sales teams within a defined territory/region(s)
- Facilitate leadership sessions on various topics
- Plan and execute site activities to deliver results
- Ensure miscellaneous administrative duties are completed
- Prospect targeted OEMs in our identified priority segments and turn this into increased
- Drive action items for Philip and other stakeholders
- Managing a prospect pipeline and achieving an annual sales quota through strong sales, relationship management and negotiation skills

Qualifications for sales business manager

- Direct marketing experience preferred, but not necessary
- A unique experience to work for a company that's leading the way in direct marketing
- Strong business acumen / substantial knowledge of commercial aspects of industrial machines

- Demonstrate important E.Q
- Must be proficient in general computer knowledge, hotelligence, rfp express, lanyon, and salesforce.com