



Example of Sales Business Manager Job Description

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Our company is growing rapidly and is looking for a sales business manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales business manager

- Help guide supplier decision-making by employing strong comprehension of competitive landscape and market dynamics
- Educate the MW Zone sales force on the RS product portfolio and target MW Zone customers with RS products as identified
- Ensure and increase customer satisfaction with RS products
- Identifying and proactively acquiring new UK based clients, predominantly for the customized Client Solutions part of the business
- You will generate revenue while developing insight into a fast-growing, international business, working often with high-profile corporate clients
- Develop and maintain a personal network internally at AEE externally with Clients, predominantly at senior executive level
- Plan and participate in Sales trips and industry related meetings as appropriate to the assigned markets/territories
- Develop new agency/advertiser leads within specific advertiser categories
- Build strong relationships internally with Ad Ops, Sales Engineering and Creative teams to ensure a cohesive approach to client activity
- Assess potential business deals, negotiate favourable terms together with the Group Manager, and acquire prospect commitment

Qualifications for sales business manager

- Act as part of a team to collaborate with key internal executives in the development of sales and marketing strategies that drive distribution and marketing initiatives

- Ability to work within a very fast paced team environment
- Bachelor's degree in Liberal Arts, Business Administration, Marketing, Engineering, Information Systems or Software Systems
- Demonstrates high-energy and competitive mind-set operating as the manager of the region and exhibiting entrepreneurial characteristics
- Creates a climate in which people want to do their best