



Example of Sales Business Manager Job Description

Powered by www.VelvetJobs.com

Our growing company is looking for a sales business 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 sales business manager

- Forecasts adequate supply for all sales programs and ensure that appropriate inventory levels are maintained by closely collaborating with internal purchasing contact
- Defines, manages, and approves supplier and internal spend (banks) to accomplish annual plan by creating budget, and tracking spend on a monthly basis to ensure spend does not exceed budget
- Ensures achievement of supplier plan by translating plan into divisional sales goals, defining target accounts, communicating goals to sales team and tracking performance against goal
- Participates in planning and preparation of General Sales Meetings by translating brands' features and benefits into sell sheets, concept sells and other selling materials and attending/presenting brand initiatives and marketing strategies
- Oversees and approves supplier bill-backs, together with the finance manager, and manages supplier accounts receivable by ensuring account information is coordinated with accounting team
- Coordinates supplier meetings, ride-with, winery visits, blitzes and target account spend activity and shares data as needed with supplier by communicating with all sales management managing work flow, and calendars
- Creates and distributes in coordination with marketing, supplier specific newsletters and videos, by collecting and recapping best practices and program results

with senior management to codify information

- Maintains a relevant inventory of point of sale materials by working with suppliers to determine types and quantities of POS that should be ordered, when necessary, assisting in the design of any custom POS, and working closely with sales management to dispose of aged POS
- Maintains market and sales understanding by conducting sales work-with on a regular basis as prescribed by management

Qualifications for sales business manager

- Proven leadership or management experience motivating and leading a sales team to successful quota attainment
- Candidates with a proven track record of sales success are highly preferred, and this search will focus on candidates with a consultative sales background
- Demonstrated ability to drive sales behaviors and performance
- Demonstrated experience in FMCG company, ideally at least 2-3 years' experience as a sales analyst
- Understanding of the business in the Global Account segment
- Strong direct sales exposure