



Example of Sales Business Manager Job Description

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Our growing company is looking to fill the role of 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

- Develop and implement a Zone Business Plan based on the current Healthcare Diagnostic Imaging (H DI) strategic areas in focused markets as they pertain to the Refurbished Systems business in the MW Zone
- Jointly implement the RS strategy with ZGM and RVPs in the MW Zone to grow the RS order volume and market share
- Provide specific and fast deal support to Account Executives and Product Sales Executives
- Develop promos based on the specific needs of the MW Zone
- Develop RS reference sites in the MW Zone as needed
- Provide feedback in regard to market and customer dynamics to the RS BU in Malvern
- Business Intelligence Project Management
- Information Quality Assurance
- Analysis related policies, standards and procedures
- Training & Testing of Business Intelligence software platforms

Qualifications for sales business manager

- Superior communication & influencing skills
- Achieve all sales contact and revenue goals
- Convert new accounts to the hotel through solicitation, negotiation, RFP process and annual local preferred contracts
- Develop full potential and drill down each account seeking all feeder

- Qualify group/catering opportunities within accounts and turn leads over to group and catering counterparts
- Assure effective and proper utilization and adherence to brand standards relating to sales systems, reporting and tracking of accounts