



Example of Sales Manager Enterprise Job Description

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Our company is looking to fill the role of sales manager enterprise. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales manager enterprise

- This role is expected to sell directly to end user customers, telecommunication partners
- Manage and grow relationships with direct sales force/resellers and other Technology manufacturers and resellers
- Responsible for the sale of the Company's products by actively creating and developing new Enterprise sales opportunities and managing and growing existing Enterprise customer relationships
- Development of target accounts sales strategies through direct touch through Channel Partners and Distribution
- Development of executive relationships at the target Enterprise accounts
- Build the business case for the adoption of the Company's value proposition with the target customers
- Work closely with other internal functions such as Marketing, Sales Engineering, and Engineering to address the complex solutions to meet the customer needs
- Conduct sales presentations, workshops and prepare proposals for customers
- Meet or exceed quarterly and annual revenue quotas
- Active participation in team activities, open communications with key business partners, managing relationships with channel partners, personal and team improvement through training and skill expansion in areas relevant to this position

Qualifications for sales manager enterprise

- Basic skills of Microsoft Office and ability to use T-Value in support of the sales effort
- Position is located remotely
- Bachelors Degree in Business/Marketing/ Engineering/Information Systems/Computer Science or Telecommunications, or equivalent experience
- Technical certifications, ex
- Vertical experience in Vertical is preferred
- IT knowledge (understand business applications, tools)