



Example of Sales Manager Europe Job Description

Powered by www.VelvetJobs.com

Our growing company is searching for experienced candidates for the position of sales manager europe. 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 manager europe

- Lead the OU Sales teams for Key and Named Accounts and Geographical territory
- Responsibility for the OU business within the region
- Responsibility for Budgeting and Finance Planning
- Implementing OU-global strategy and ensuring that objectives and targets are met
- Provide regularly accurate business forecasts to Regional Management
- Develop plans and budgets and monitor progress against them, taking corrective action where appropriate
- Analyze the performance of the OU regional sales team in terms of their business measurements taking corrective action where appropriate
- Work with regional License Sales to monitor their pipeline to ensure OU proposition is integrated into customer engagements particularly on any Cloud opportunity
- Represent OU in local country and regional leadership teams
- Develop and implement global, EMEA and local processes to ensure efficient ways of operating and continuous business improvement

Qualifications for sales manager europe

- You have a minimum of 8 years of direct sales experience, or related role, with complete understanding of the dynamics of sales and the demands of a high level customer base

Manager team in order to achieve optimal sales performance

- You have solid working knowledge of what drives business margin in the aircraft service industry
- You have a Bachelors degree or equivalent related work experience with strong business acumen
- You have the ability to travel extensively and on demand to support the sales team efforts (typically 3 weeks per month)
- You have the flexibility to attend meetings before/after regularly scheduled hours