



# Example of Sales Manager Europe Job Description

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Our company is growing rapidly and is hiring for a sales manager europe. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales manager europe

- Ability to demonstrate PRI product line at customer site
- Support marketing activities including tradeshow and seminars both in U.S. and internationally
- Maintain an accurate sales funnel and forecast for responsible regions and territories (including partner forecast)
- Reporting sales forecast and key account issues on a regular basis to management
- Achieve sales and margin targets for the assigned territories
- Manage distribution network to ensure sales channel achieves objectives
- Implement commercial and development strategy for this area
- Business development to establish new distributors in countries where no distributors are present, re-organise the current distribution network to ensure that all industries are covered, that all our product portfolio is distributed
- Reviewing & appointing national agents and distributors
- Undertakes the appropriate training of agents, distributors and/or sales staff in the company's products and services

## Qualifications for sales manager europe

- Business planning, key / strategic account management and development, selling and negotiation skills
- Minimum of 7 years of experience in industry-related engineering, sales

Cross Fleet Solutions )Other Original Equipment Manufacturer) space in Gas Turbines power industry

- 6 years experience as finance leader and business partner
- Luxury hotel Sales preferred (minimum of 3 years) - Proven sales track record a plus
- Be able to make quick decisions and work in a hectic and diverse work environment
- Must be able to build and maintain business relationships