



Example of Sales Manager / Senior Sales Manager Job Description

Powered by www.VelvetJobs.com

Our company is searching for experienced candidates for the position of sales manager / senior sales manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales manager / senior sales manager

- Drive all stages of the sales pipeline, including managing client contract negotiations, forecasting monthly & quarterly revenues
- Work closely with Account Management team to follow up on new business leads
- Communicate on-going contact/sales activities through sales pipeline reports, regular sales meetings, and report & update weekly on activity status and next steps related to specific opportunities, soliciting support as required
- Responsible for being flexible working hours including some late week nights to 10PM EST Saturday hours as needed
- Grow the revenue and market share in Mexico for the WD brand and SanDisk brand
- The growth will have to be in the retail, etail and SMB segment
- The Senior sales manager will be in charge of all the product segments
- Define a territory market plan that is structured to win all major clients in our market
- Provide sales mentorship, both commercially and in terms of sales methodology and product features, and elevate the team's abilities to manage and close revenue
- Develop scalable sales processes and procedures that will ultimately become the Enterprise sales playbook

Qualifications for sales manager / senior sales manager

- Submit SMART Plans & Development Goals, and Market Place Action Plans yearly
- Working knowledge of accounting, sales, finance, and human resources processes and procedures, including employee development and performance management
- Highly skilled in organizing, executing, and managing multi-functional projects
- Demonstrated ability to meet tight deadlines and changing priorities in a fast-paced and dynamic environment while maintaining the highest levels of client service and quality
- Full understanding of the London luxury events and hotel market
- Bachelor in any disciplines with minimum 10 years working experience in 3C & Hyper customers, with channel or department stores experience a plus