



# Example of Sales Market Manager Job Description

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Our company is searching for experienced candidates for the position of sales market manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales market manager

- Be inspired by city views and 360° panoramas from our office in White Gardens
- Attain or exceed 100% assigned quota and product goals within assigned territory
- Maintain a high-level of activity with cold calls, and self-generated meetings set to ensure success in this fast paced, high unit, hunter sales role
- Utilize Smart data to develop relationships with target accounts
- Implement campaigns and projects in the decided time frame
- Grow WABCO distribution footprint through new distributor sign-on
- Create and implement strategy to shift product mix to targeted WABCO products
- Replace competitive products at distributors
- Key contact person for the customer (solve customers' problems, provide individual solutions)
- Key account manager for major customers

## Qualifications for sales market manager

- Confident working in a technology focused environment
- Ability to analyze data, identify market trends, changes and implications, develop objectives, strategies
- Must have good understanding of business and culture of APAC

- Digital advertising related industry background is a big plus
- 2-5 years at a Sales Executive / Manager similar position at a property level or in another structure, hospitality industry preferred