



Example of Sales Market Manager Job Description

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Our company is looking for a sales market manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales market manager

- Work closely with ShopperTrak teams to ensure proper service delivery and customer satisfaction
- Develop business plans for current clients in order to grow accounts
- Produce proposals and conduct negotiations for sales opportunities
- Collaborate with manager and finance department to produce contracts in accordance with ShopperTrak policies
- Gather competitive intelligence on other market players to support sales strategy
- Conduct administrative tasks in accordance with company policy to support sales efforts (travel, expenses)
- Regularly completes market surveys, including nearby competition and local marketing conditions
- Conducts all functions necessary to maximize revenue during the summer, including selling all space, coordinating with leasing to maximize available space to sell
- Performs after hours duties as needed (i.e., attend marketing events, PR events)
- Assists with the development and implementation of ideas to encourage repeat business year after year

Qualifications for sales market manager

- Strong understanding of software related business model
- Fluent in Arabic and English both spoken and written

- Excellent inter-personal, commercial, negotiating, presentation and written communication skills
- Good planning, organizational and leadership skills
- Ability to proactively engage with internal/external customers and partners