



Example of Sales Market Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of sales market manager. 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 market manager

- Presentations to senior level executives and large audiences at industry trade shows
- Accountable for sales volume, profitability, and execution in the assigned district and working in conjunction with entire team for the team goals
- Assist in establishing the sales volume objectives in the region by product line
- Meet or exceed established sales goals and objectives by trade and chain account in assigned area as directed
- Work with a variety of independent distributor sales teams throughout region to improve awareness of Tim's products, programs and promotions
- Responsible for trade customers as assigned
- Maintain good communication and build strong relationships with all buyers to ensure quality service
- Present programs, promotions, and product authorization in accordance with appropriate regulations to trade customers as assigned
- Maintains and ensures updated authorization list for all accounts and account profile information are available on assigned web based or accessible programs
- Develop and maintain customer relations within the entire distribution area and others as assigned

Qualifications for sales market manager

- Your achievement of POP budget where applicable
- Bachelor's Degree in Hospitality Management or related disciplines
- Minimum 3 years of solid experience within the similar position in a 4-5 star international hotel / global sales office
- Good knowledge of corporate and M.I.C.E segment