



Example of Sales Mgr Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of sales mgr. 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 mgr

- Serves as Subject Matter Expert in the areas of SSDC dispensing equipment, dish machines and products, including how to use and sell them
- Train and motivate distributor FSD sales team to sell the SSDC chemical program
- Maintain the highest level of professional, inclusive and respectful work environment • Ensure solid connection between sales activities and strategic business priorities
- Identify breakthrough strategies to increase brand awareness and sales
- Develop and maintain relationships with other functional areas within the organization that foster commitment, teamwork and excellence in execution
- Energizes the team to achieve results
- The candidate will have a minimum of 10 years or more working experience in sales management and/OR services business development/delivery combined with a BA/BS degree or equivalent work experience
- Keep current and observe all advertising policies and procedures
- Prioritization & Simplification - Driving continued improvements in sales capabilities
- Change Management - Provide impact and influence to help Sales Managers apply discipline around their business and help Sellers build effective close plans, run ORBs

Qualifications for sales mgr

- Collaboration and Teamwork - Defines success in terms of the whole organization
- The successful candidate must have demonstrated experience with hospital based selling in the operating room experience managing a large territory
- Fluent in use of Category Management tools – assortment tools, space management, promotion tracking and analytics, pricing analytics and modeling, data visualization
- Relationship Management and Demand Creation
- Stay in permanent direct contact (visits, email, phone) with the customer to ensure ongoing support and communication