



Example of Sales Mgr Job Description

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Our innovative and growing company is looking to fill the role of sales mgr. 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 mgr

- Works with all departments for the purpose of providing superior customer service with concern towards fiscal responsibility
- Develops action plans, sets pricing strategies, establishes product selection, improves customer relations and identifies new business opportunities
- Processes sales associate's request for credits
- Informs credit department of any potential collection problems
- Reviews sales associates' progress to plan on a monthly basis
- Prepares period sales and other financial management reports
- Serve as a liaison between the various delivery organisations and customer to ensure clarity on schedule, customer requirements, product specs
- Lead and manage the district to sell promoted products to all customers according to the direction of management
- Manages a sales territory, product category or business segment
- Develops sales programs and tracks performance

Qualifications for sales mgr

- Gain, correctly interpret and apply to all kind of research results (markets, competition, technologies, trends)
- Revenue Growth, Market Share, Profitability
- Customer penetration
- Accounts Receivables Management
- Prepare and discuss offers and quotations leading price and contract

- Follow up on running opportunities/projects and on financial matters such as cash flow payments, and credit concessions, account receivables