



Example of Sales Project Manager Job Description

Powered by www.VelvetJobs.com

Our growing company is looking to fill the role of sales project 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 project manager

- Focus on developing strong relationships with electrical contractors and engineers in the Miami Export market and the Caribbean
 - Actively seek and build relationships with new clients, Electrical Contractors, Engineers, and Distribution, while maintaining existing client's relationships
 - Perform take-off's, budgeting, cost effective proposals, and alternate value engineered proposals, from project plans and specs and negotiate and secure project orders
 - Mine construction data (Dodge, Builders Exchange, bid board) to identify new opportunities to bid, key trends in marketplace, and new product needs
 - Analyze territorial sales potential and develop sales strategies, utilizing regional commercial operation resources necessary to achieve customer service levels
 - Oversees bidding, pricing, product sourcing, vendor negotiations and project management for Enterprise Sales team
 - Coordinates with point of contact within business for product selection, pricing, fulfillment strategy, and vendor requirements
 - Conducts vendor negotiation to obtain best value
 - Ensures compliance with construction schedules of customer
 - Ensures accuracy of the daily reporting of business metrics to the customer and oversees daily maintenance of contract price file in accordance with contract agreement
-

- High attention to detail, self-motivated and extremely organized
- 8+ years of diverse experience as a project team member of which at least four years have been in a leadership position, or an equivalent combination of education and work experience
- 2+ years developing and managing detailed project plans with Microsoft Project
- Requires strong analytical, communication, technical teamwork and interpersonal skills
- Demonstrated ability to formally plan, execute, and deliver projects
- Field Automation Software and Deployment experience