



# Example of Senior Manager, Sales Job Description

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Our innovative and growing company is looking to fill the role of senior manager, sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for senior manager, sales

- Drive the performance of sales teams through employee development, coaching, sale performance management, and motivation strategies to ensure achievement of established goals
- Opportunity development in the hotel market with focus on partnership deals with hotel groups, technology providers and other hospitality vendors
- Negotiate and close major deals consistently on monthly and quarterly basis
- Creation and execution of Quarterly Business Plans
- Understanding the drivers and people of our key accounts and the ability to develop and implement strategies to better align the firm with our clients' business
- Ability to work cross functionally to ensure that full value is delivered to the client in terms of FTSE Russell product, service and professional expertise
- Contacts in-house customers to retain and grow existing business, and repeat bookings
- Define the sales plan
- Manages accounts within market segment or large territory and performs all aspects of Sales function, including technical services
- Provides consultative services to customers, acting as technical resource providing solutions for product-related issues

## Qualifications for senior manager, sales

- Maritime ICT knowledge
- University Degree in Business (Administration, Marketing, Management) or relevant fields
- Fluency in English and Farsi both verbal & written communication
- Bachelor's degree or equivalent preferably in Hospitality or Tourism or Business