



Example of Senior Manager, Sales Job Description

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Our company is searching for experienced candidates for the position of senior manager, sales. 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 senior manager, sales

- Meet and exceed personal development target goals on a quarterly basis
 - Generate new business opportunities all over the country at any industry, being the first point of contact for prospects using the tools of prestige and technical capabilities of the company to make it as efficient as possible
 - Maintain the CWT presence over the market and with potential clients through a professional and ethical behavior
 - Refine professional relationships with key players of the industry as clients or providers
 - Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, monthly and annual territory analyses by using the CWT sales tools
 - Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques
 - Create and adjust content of sales material
 - Work inside sales "cold calling" for potential clients and outside sales which involves visiting potential clients
 - Be an ambassador of CWT inside and outside the company by working daily under the sharing of CWT Values
 - Analyze and determine the service and financial scheme to be applied with each prospect according to its characteristics and needs
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- Strong & innovative leader
- Demonstrated understanding of basic financial concepts and business planning
- Solid understanding of direct sales within the mobile and/or IT industry, including how to build, manage and close a large sales pipeline
- Four or more years of management/supervisory experience or equivalent in a telesales/inside sales environment
- Excellent verbal and written communication skills with the ability to interact with stakeholders at all levels
- Proven ability to command a leadership role in a team environment and drive the performance of others