



Example of Senior Manager, Sales Job Description

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Our company is looking for a 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

- Proficient in understanding all attributes of the guest suites and configurations, meeting room sets and capabilities
- Meet and greet in-house guests upon arrival, review the course of events and introduce other staff members (tour coordinator, banquet manager, ..)
- Manage existing accounts to facilitate sales activities of partners and enhance sales momentum
- Identify and pitch potential new partners with strategic alignment to widen the distribution network
- Formulate, build, develop, implement, monitor the sales promotion and incentives plan for all the business channels and segments of both local & international HNW brokers
- Work closely with HNW Sales Director to formulate and implement customer centric sales propositions, sales literatures, tools, sales motivational events, sales campaigns, customer seminars, customer centric activities to both internal and external business partners
- To achieve the business targets assigned by company to cope with aggressive business expansion, while maintaining high quality of business persistency ratio & offer best customer experience to our business partners & their clients
- Be Proactive and Creative to initiate activities to enhance our market shares & industry awareness of our best practice
- Be analytical on sales trend, change in market and regulatory environment

- Maintain close relationship with both partners' management team and key frontline staff

Qualifications for senior manager, sales

- Presentation skills, both verbal and written
- Sales Qualification / Vendor Certifications preferred
- Deep subject matter and product expertise within a relevant technology
- At least 6 years' sales experience working in a large IT company of which 2 – 3 years' ideally at a junior (entry) management level
- Proven sales leadership and client engagement experience
- Occasionally flexible on working hours to connect to colleagues and events outside Asia