Example of Senior Sales Manager Job Description

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Our growing company is hiring for a senior sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for senior sales manager

- Experience selling complex industrial equipment
- Management of the Trade Group of the Sales Department
- Budget control of the Sales Department as a whole
- Compiling of a database of channel information for framing of the channel plan that makes it possible to expand market
- Consistent feedback of market information
- Getting the picture of clients, proposing of product planning

Qualifications for senior sales manager

- Broad organizational skills
- Must have previous hotel sales expereince
- Bachelor Degree or equivalent work experience (essential)
- Additional course or certification in Sales (desirable)
- MBA or equivalent experience (desirable)
- Management certification or qualification (desirable)