

Sales Manager (11-2022.00)

At-a-Glance Statistics

Sample Job Titles

District Sales Manager, National Sales Manager, Regional Sales Manager, Sales and Marketing Vice President, Sales Director, Sales Manager, Sales Representative, Sales Supervisor, Sales Vice President, Store Manager

Key Tasks

- Direct and coordinate activities involving sales of manufactured products, services, commodities, real estate or other subjects of sale.
- Resolve customer complaints regarding sales and service.
- Review operational records and reports to project sales and determine profitability.
- Oversee regional and local sales managers and their staffs.
- Determine price schedules and discount rates.
- Prepare budgets and approve budget expenditures.
- Monitor customer preferences to determine focus of sales efforts.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Direct, coordinate, and review activities in sales and service accounting and record-keeping, and in receiving and shipping operations.
- Direct clerical staff to keep records of export correspondence, bid requests, and credit collections, and to maintain current information on tariffs, licenses, and restrictions.
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications.
- Represent company at trade association meetings to promote products.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.

Education and Training



Bachelor's Degree

65%



Associate's Degree

13%



Post-Baccalaureate Certificate

9%

Median Wages



Hourly

\$59.72



Annually

\$124,220

Top Industries



Wholesale Trade

Retail Trade

Number Employed



406,000 positions

39,300 job openings

Top Ten States for Occupational Percentage Growth

