

## **Corporate Sales Managers**

Corporate Sales Managers are responsible for leading and managing a company's sales team to achieve revenue targets and expand business with corporate clients. They develop sales strategies, maintain client relationships, and oversee large-scale deals, ensuring the company's products or services reach the right markets effectively.

### **Duties and Responsibilities (Points):**

- Develop and implement corporate sales strategies and plans
- Lead, train, and supervise the sales team
- Identify and target potential corporate clients and markets
- Build and maintain strong client relationships
- Negotiate contracts, pricing, and sales agreements
- Monitor sales performance and generate reports
- Collaborate with marketing, finance, and product teams
- Analyze market trends, competition, and customer needs
- Set sales targets and ensure team meets revenue goals
- Advise management on business opportunities and sales strategies