

Day in the Life of a Senior Sales Manager



40%

Coaching and developing team on prospecting (i.e. how to research and develop a customer acquisition plan)



Mark Smith
Senior Sales Manager
Medium Business

Covers 3000 acquisition accounts across all industries. Improves pipeline and business forecasting skills, ability to influence teams directly and indirectly, understanding of profitability and how a business works. On-the-job mentoring instrumental in preparing for this role.



10%

Run-the-business meetings



40%

Coaching and developing team on how to close deals and maximize opportunities (including leading discovery meetings, covering Dell's portfolio, etc.)



10%

Internal administrative tasks, such as account alignment and collaborating with Inside Sales Directors