

Db marketing 10

[Business](#), [Marketing](#)



Sales Manager Sales Manager The main responsibility of a sales manager is to plan, organize, motivate and direct the sales force of a particular organization in order to attain the aims and objectives of the organization. Their main responsibilities include the setting of target of sales, the attainment and allocation of resources to support sales, motivating the sales staff and controlling their behavior. In order to become a sales manager an individual requires both education and experience in the field of sales. At the minimum a sales manager is required to hold a bachelors'' degree in business administration with majors in sales or marketing. Higher preference is given to those individuals who have at least masters' level of education in business administration. In order to become a sales manager an individual needs to have worked in entry level positions of the sales department such as the sales man, sales executive and should have around one to five years of experience in the same department. The pay scale of sales manager varies from the industry and the organization they work in. At an average a sales manager works for at a pay scale of more than \$100, 000 per year (Bls. gov, 2014). The BLS has projected that between the 10 year periods of 2012 to 2022 the job growth rate of this particular position is eight percent (Bls. gov, 2014). This position will be a great achievement in my life because I believe that I have the required knowledge, skills and abilities to work as a sales manager. I have always aimed at working in a position where my skills and traits can be used. I believe that if my skills and traits are utilized in the position of sales manager, then I will end up experiencing job satisfaction. Secondly, I am majoring in the subject of sales and I am fully committed to learn the ins and outs of sales in order to pursue a career in the field of

sales.

References

Bls. gov,. (2014). Sales Managers : Occupational Outlook Handbook: : U. S. Bureau of Labor Statistics. Retrieved 20 October 2014, from [http://www. bls. gov/ooh/management/sales-managers. htm](http://www.bls.gov/ooh/management/sales-managers.htm)