

ArrowHead Recruitments & Consulting

<https://arrowheadconsulting.ca/job/corporate-sales-manager-60010/>

Corporate Sales Manager

Description

Corporate sales managers plan, organize, direct, control and evaluate the activities of establishments and departments involved in commercial, industrial, institutional, e-business and wholesale and retail sales. They are employed by commercial, industrial and wholesale and retail trade establishments.

Responsibilities

Job duties

Here are some of the main activities and tasks that Corporate sales managers have to perform, and some of the physical demands they involve:

- Plan direct and evaluate the activities of sales departments in commercial, industrial, wholesale and retail and other establishments
- Organize regional and divisional sales operations
- Establish organizational policies and procedures in relation to sales
- Determine strategic planning related to new product lines
- Lead sales team in building relationships with business clients and manage negotiations of sales contracts
- Recruit, organize, train and manage staff
- May work with the marketing department to understand and communicate marketing messages to the field.

establishments.

Work week duration

Corporate sales managers usually work more than 40 hours per week.

More than 40 hours

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Hiring organization

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Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

Wholesale and Retail Trade

Job Location

Edmonton, Alberta, Canada

Working Hours

9 AM TO 5 PM

Base Salary

\$ 35.54/hr - \$ 40/hr

Date posted

May 1, 2025

Valid through

31.05.2025

Physical demands [Help – Physical Demands](#)

- Sitting

Workplaces and employers

Here are the typical workplaces where Corporate sales managers are employed and some of their main characteristics:

- Retail and wholesale establishments
- Commercial and industrial establishments

Qualifications

Employment requirements

This is what you typically need for the job.

- A university degree or college diploma in business or in a related field with a specialization in sales and several years of experience as a sales representative or in a related occupation are usually required.