

# Corporate Sales Managers

**Job Description:** Corporate Sales Managers' duties include organizing the sales operation and setting the policies and procedures for sales department. They are also responsible for leading the team to direct them for achieving the goals and targets, analyzing data and sales forecast, setting revenue targets, and recruiting and training employees



**Wage Range:** \$23.08 - \$96.15

**BC Labour Market Outlook 2019-2029:** Over 4,000 job openings throughout BC

- [Click here](#) to visit the WorkBC labour market outlook site

## **Future Opportunities:**

Sales Director

Sales Vice-President

Executive Senior Vice-President



**Professional Development:** These courses are for those who are currently working or have worked in a similar area as this that would like to advance in position and/or would like to grow their knowledge base.

*Click on the course titles below for more information:*

- [Intermediate MS Excel 2019 Office 365](#)
- [Building Teams That Work](#)
- [Fundamentals of Supervision and Management](#)
- [Organizational Skills](#)
- [Supervising Others](#)
- [Online Marketing Communications Suite](#)
- [High Performance Organization](#)
- [Talent and Performance Management](#)

Online-Self Directed	Online Instructor Lead	Virtual Face to Face	Instructor Support Add on	In Class Face to Face
●	●		●	
●	●		●	
●	●		●	
●	●	●	●	●
●	●	●	●	●
●	●		●	
●	●		●	

**Online-Self Directed Offering:** These courses are for those who have moderate computer experience and want a to be able to fit course work around their schedules. These courses are entirely done online with the majority of courses having a 3-month completion time frame. (with some exceptions) These courses can be enrolled in at any time.

**Online Instructor Lead:** These courses have a structured schedule and are instructor lead. This is a great option for those who have time in the schedules and who need some support of an instructor

**Virtual Face to Face:** These courses have a structured schedule and are conducted like a more traditional face to face course that allows instructor and students to communicate in real time and collaborate together in break out rooms.

**Instructor Support Add On:** These courses can have the option of instructor support added on to the course itself. This is the perfect option for those are new to online courses or just need a bit of extra support and check ins. This option would have more of a structured schedule.

**In Class Face to Face:** These courses are delivered in the traditional classroom setting. This option is great for courses that have hands on components as well as deeper discussions, role play and a more personal setting.

**Customized Private Group Training:** If you have a group of people that you want to train at one time, you can have a class that is just for your group. This can be for one course or a group of courses. Group trainings can also be customized to fit the needs of your group.