

TITLE CHANGE = ROLE RESPONSIBILITIES SKILL SETS / DAY TO DAY OPERATIONS/ OVERSIGHT.

General manager responsibilities

Regardless of the specific title, all managers share some common responsibilities, including:

- **Leadership and team management:** Guiding and motivating staff, managing performance, and fostering a positive work environment.
- **Strategic planning:** Developing and implementing strategic plans to achieve organizational goals.
- **Budget management:** Overseeing departmental or project budgets and ensuring cost-effectiveness.
- **Decision-making and problem-solving:** Analyzing situations, identifying issues, and implementing solutions. 

In conclusion

A GovDeals Manager may have responsibilities related to sales, asset management, and client relationships, all with the overarching goal of effectively utilizing the GovDeals platform and managing surplus assets. The specific duties will be determined by the organization's needs and the manager's area of specialization. 

GovDeals manager: Roles and responsibilities

The title "GovDeals Manager" can encompass various roles depending on the specific department or focus within GovDeals or organizations that utilize GovDeals for managing and selling surplus assets. Here's a breakdown of the potential responsibilities associated with this title: 

1. Manager-Project/Government sales

- **Driving government sales:** Identifying new opportunities and developing sales plans within the government sector.
- **Building client relationships:** Fostering strong connections with government clients and stakeholders.
- **Ensuring compliance:** Ensuring all proposals and contracts adhere to government regulations and requirements.
- **Coordinating project delivery:** Working with internal teams to meet project deliverables and deadlines.
- **Monitoring market trends:** Keeping track of competitor activities and market trends in the government sector. 

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3. Account manager

- **Client support and satisfaction:** Ensuring client needs are met, resolving issues, and maintaining positive client relationships.
- **Facilitating communication:** Acting as a liaison between clients, different departments, and other external stakeholders.
- **Maximizing sales and revenue:** Targeting key accounts and working with internal teams to meet deadlines.
- **Process improvement:** Identifying areas for improvement and implementing strategies to enhance efficiency.
- **Project management:** Overseeing various projects, setting timelines, and ensuring deadlines are met. 

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Total salary range for GovDeals Account Manager

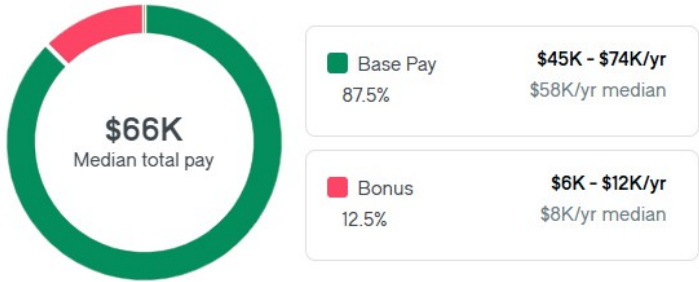
United States All years of experience

Total pay
\$51K-\$85K/yr

About our data
Confident Last updated Apr 10, 2025 6 Salaries submitted

Ask GovDeals employees what skills are required to fall into the \$85K/yr range. Get answers

Pay breakdown



How do we calculate pay?