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# Example of Area Sales Director Job Description

Our innovative and growing company is hiring for an area sales director. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for area sales director

* Fosters key business relationships with local community and civic leaders in the San Francisco and San Jose areas that enhances AS and VX
* Attends and actively participates in marketing, capacity planning, and network alliance meetings to discuss new market opportunities and how best to leverage the AAG network
* Evaluates, approves, and implements marketing related promotions to help drive corporate sales efforts
* Monitors revenue, commissions, and contract performance within the district to ensure maximum revenue attainment
* Oversees development of an effective lead generation program and adoption of a customer relationship management (CRM) tool
* Monitors competitive activity within the corporate and agency community and suggests possible strategies to gain a competitive advantage
* Communicate regularly with Post-acute Care Sales (PCS) counterparts, Acute Care Sales (AC) Management and AC representatives to target and strategize current and future opportunities
* Work with your PCS counterparts to target with National Accounts, Corporate Sales and AC/ASC Field Sales Management those opportunities specifically related to conducting Utilization Reviews for a specific strategic outcome
* Demonstrate full understanding and capability of preparing and presenting the complete Financial Analysis and overseeing the full implementation process for a Utilization Review
* Implement the Utilization Review

## Qualifications for area sales director

* Knowledge of complex software development lifecycle
* Proven relationships with the top management of Canada’s major Channel and Alliance Partners is a requirement
* Experience in the virtualization market is preferred
* Com or similar CRM experience is required
* Must be a skilled motivator with a demonstrated ability to manage top Channel Partners
* Excellent management and communication skills (written and verbal) with an ability to interact effectively with C-level executives and senior managers