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# Example of Area Sales Manager Job Description

Our company is looking to fill the role of area sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for area sales manager

* Ensures Customer Relationship Management process is applied to specific dealers
* Mentoring a team of 50-60 people for selling SBI Credit Cards through open market channel and Point of Sale
* Identifying new sourcing opportunities in the market
* Establish excellent working relationships and partnerships with key stores/malls
* Sell day to day activities identifying sales opportunities, organizing, proposals, asking for and acquiring orders
* Hit all sales related goals (Sales, GP dollar, GP percent, Lab, Flu)
* Analyze and assess SFR’s ability to analyze customer and territory sales trends
* Identify key prospect accounts
* Develop existing opportunities of various type and size into a growth path within a dedicated sales region
* Identify and deliver mid-term pipeline and close won business according to targets

## Qualifications for area sales manager

* Bench Testing and analysis applications such as HPLC, GC, AA, and ICP
* Life science applications such as electrophoresis, immunoassay development, PCR
* Modern synthetic chemistry (including chiral, combinatorial, and organometallic chemistry)
* 1st degree in relevant subject
* 2nd degree preferred
* Bahasa Melayu