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# Example of Area Sales Manager Job Description

Our company is growing rapidly and is hiring for an area sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for area sales manager

* Re-evaluate sales and marketing strategies to meet sales goals
* Attend relevant Trade Shows and manage customer interaction and follow-up of leads
* Prepare and execute annual sales plans and goals in accordance with Divisional and Business Unit objectives
* Implement long and short-term strategies to develop a self-sufficient Profit Center with C2 focus
* Conduct and update market and customer surveys
* Represent organization to Engineering, Production, Warranty and other primary functions within the customer’s organization
* Utilize Process Analysis to learn customer needs and to identify opportunities
* Work with functional support personnel to bring solutions to customer needs
* Prepare and present formal and informal presentations and seminars supporting the customer’s requirements
* Achieved assigned sales and distribution goals on a monthly, quarterly, and annual basis

## Qualifications for area sales manager

* Must have the ability to travel daily within assigned territory
* 75% Domestic Travel willingness to travel internationally
* Minimum 3 years commercial sales experience or graduate of the Eaton Hydraulics Sales Development Program
* Minimum 5+ years of sales experience with a track record of progressive responsibility and successful sales management
* Prepares and submits sales reports showing sales volume, potential sales, and areas of proposed opportunity, including prospects for the region
* Manage the sales cycle from potential business to closing