Downloaded from <https://www.velvetjobs.com/job-descriptions/country-sales-manager>

# Example of Country Sales Manager Job Description

Our growing company is looking to fill the role of country sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for country sales manager

* Support and define sales strategy and geographic coverage in country
* Manage strategic account program for the country
* Ensuring country quota is achieved (Hardware, Supplies & services) – direct responsibility
* Define Channel(s) strategy in country
* Taking ownership for sales targets, reliably developing sales forecasts and taking ownership of customer satisfaction
* Preparing monthly reports for presentations to senior management and used in key planning decisions
* Full responsibility includes orders, revenue, profit, cost management, and to develop & deploy a go to market strategy that aligns to our people, culture, values and growth vision
* Works with senior management to develop country Financial sales strategy
* Helps to develop and subsequently implement new projects, policies and procedures for the country to meet Financial sales revenue objectives
* Responsible for implementing the strategic goals and objectives of the Financial Division, giving direction and leadership towards the achievement of the organization's vision, mission goals and initiatives

## Qualifications for country sales manager

* Analysis of channel partners’ inventory, planning and forecasting sales in to meet company objectives
* Provide sales and technical training for channel partners
* Able to respond to requests for information, invitations to tender
* Proven sound knowledge of the strategic issues facing customers in different industry sectors
* Leadership skills and capable of developing, leading, mentoring and coaching a high performing sales team
* Ability to inspire, lead, motivate and influence customers, sales professionals and senior management