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# Example of Director Regional Sales Job Description

Our company is searching for experienced candidates for the position of director regional sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director regional sales

* Maintain close communication with customer assure uniform understanding of customer expectations relative to operational solutions, timeline, costs and results
* Responsible as the “primary” lead for the management of the Strategic Customer Business Plan jointly developed with the Commercial Aero SBU
* Drive the RFQ response from the Account Managers for their assigned Strategic Customer(s), either as the lead, or make sure regional support is assigned to drive offered business opportunity
* Build and maintain strategic relationships with key contacts within customer organizations to understand opportunities for AMS
* Reports in agreed intervals Strategic Customer development to the AMS SBU
* Ensure consistency across assigned markets for Regional Account customers, prospects and producers
* Build an ever increasing regional specification position and credibility by supporting your Sales Representatives efforts presentation of waterproofing and AVB systems to design professionals, consultants and building owners
* Works with Corporate Accounts Directors to initiate new managed care opportunities manage existing contracts to maximize sales
* Organizes and coordinates region meetings manage the participating sales reps at conventions when assigned
* Performs all required administrative functions, , monthly reports, correspondence with sales personnel, customers, expense reporting

## Qualifications for director regional sales

* Working knowledge of Power Point, Excel, Word and managing contacts/workflow with CRM technology SalesForce
* 5+ years sales experience in industry/related industry
* Ten plus years of successful experience selling software products
* Extensive sales management experience or equivalent
* Experience gained within the IT / Technology industry
* Able to set priorities and keep team focused on important tasks