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# Example of Director Regional Sales Job Description

Our company is looking for a director regional sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for director regional sales

* Coordinate cross-functional internal JCI teams to meet the customer’s requests in the pre-sales, sales and post-sales stages
* Develop regional sales opportunities with the customer, assisting local country sales teams in converting opportunities to secured sales
* Responsible for managing the regional opportunity pipeline – tracking opportunities to ensure increased win rates, supporting local teams in achieving this by leveraging customer relationships and sharing best-practice sales-related activities
* Maintain and continue to build strategic relationships with the customer’s senior stakeholders, identifying new strategies to improve market performance
* Leading Sales Program Management to support the customer’s objectives
* Ensure success of direct reports in the region
* Establish and coordinate marketing tactics with local health plan managers
* Provide consistent sales coaching and mentoring to local health plan sales management
* Become a key resource or champion for dual eligible sales for all distribution channels and local health plan management
* Participate and lead market-specific sales management meetings

## Qualifications for director regional sales

* Proven sales track record leading & closing of multi $Million deals with a sound sales methodology
* Understanding of US GAAP Accounting & Revenue Recognition and Contracting
* Articulate & concise communicator with excellent English
* Highly focused on quality and attention to detail when presenting and writing proposals
* Requires 8+ years of relevant sales management work experience
* Demonstrable track record of creating and managing high performance Sales teams