Downloaded from <https://www.velvetjobs.com/job-descriptions/district-business-manager>

# Example of District Business Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of district business manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for district business manager

* Foster a motivating team environment focused on success, development and accountability
* Supervise, evaluate and develop Territory Account Managers within assigned district, providing advice, counseling, performance management, and guidance
* Coach and develop Territory Account Managers on delivering a competitive, clinical and financial message tailored to meet customer needs
* Prepare and review regular sales reports reflecting district activities and translate into meaningful direction to the team
* Participate in the determination of district market potential and in the preparation of district sales expense estimates
* Engage and influence major accounts channels in assigned district
* Participate in and drive the recruitment both scheduled and proactive, selection, training and development of sales representatives
* Be responsible for Fleet Safety training as we as the proper maintenance of organization's cars and equipment in their district
* Be aware and manage the current Health Care Compliance expectations and direction
* Lead the Territory Account Managers within assigned district on the rollout of new products and initiatives, resource allocation and budget management

## Qualifications for district business manager

* Management of customers, partners and supply chain relationships
* Experience of developing excellent proposals for complex projects with investments
* Experience of managing a pipeline and prioritising opportunities
* Knowledge of the district energy sector
* Degree level in a relevant subject or equivalent experience
* Ability to build positive relationships at all levels