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# Example of District Sales Manager Job Description

Our company is looking for a district sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for district sales manager

* Effectively manages personnel and related disciplinary issues
* Mentors and leads others in the performance of their duties in accordance with applicable laws and within company policy and procedures
* Utilize CRM system Veeva and standard reports to maximize customer engagement and sales force productivity
* Supports and promotes all national campaigns and promotions
* Per direction of the VP of Sales
* Establish and develop new customer acquisitions for the company in the region
* Participate in annual budgeting process to develop his/her territory budget for sales dollars
* Identify, manage and close growth opportunities in assigned territory
* Meet or exceed annual performance goals as assigned by Regional Sales Director (supervisor)
* 80% of time allotment is on in field sales calls

## Qualifications for district sales manager

* 2-5 years of work experience plus experience in wholesale automotive sales/retail auto sales demonstrated history of achieving and exceeding sales objectives
* Ability to travel 50%-75% and a valid driver’s license is required
* Experience in TQM
* Skilled in strategic selling and time management
* Completion or working towards MBA
* Sales Leadership experience