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# Example of District Sales Manager Job Description

Our company is looking for a district sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for district sales manager

* Launch new products and sales programs in a timely, thorough manner to gain mazimum exposure and effectiveness
* Manage territories outside of Auckland and Christchurch such as Hamilton, Wellington
* Prices and generates Purchase Orders for projects, using customer-provided documentation such as drawings, sketches, specifications
* Sales maintenance and penetration of legacy customers
* Manage territory by providing assistance to Yamaha dealers to achieve goals, review status of order and shipments to dealers, and review credit holds and dealer credit lines
* Work to build relationships with all dealers by visiting new and existing customers
* Maintain tracking information for all Dealer sales programs, specific to territory and communicate market conditions to sales management
* Assist with monitoring and disposition of all damaged outboard inventories in the Unit Warehouses
* Achieve corporate and territory goals and objectives while working within set budget parameters
* Conduct basic sales training for dealer, including owner, sales personnel and other staff as necessary

## Qualifications for district sales manager

* FULL Valid Driver's License (no restrictions)
* Requires experience with presenting sales and marketing plans to a variety of audiences
* Requires proven ability to develop strong relationships both within and outside of the company
* At least 2 year experience of DM roles in hospital channel
* Sales and/or Parts and Service experience a plus
* Maintain a valid driver’s license and responsible driving record