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# Example of District Sales Manager Job Description

Our company is looking to fill the role of district sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for district sales manager

* Assist in the development of procedural and process improvements
* Interface with the organization’s U.S. sales personnel to look for synergies and best practices
* Maintain an updated client and prospect database within Salesforce.com
* Provide consulting services to existing and prospective customers where required
* Serve as a relationship manager with key accounts in partnership with Account Executives
* Attend industry related functions and expand knowledge base on new trends and technologies
* Act in the best interest of the client and the organization
* Participate in short and long-term strategic planning efforts
* Build effective partnerships with other organizational units to maximize best practices to achieve operational excellence
* Prospecting - Proactively prospect and call on leads within their assigned territory to move prospects through the sales cycle

## Qualifications for district sales manager

* Experience with selling to the Public Sector
* Proven experience of managing a sales team
* Degree from four-year College or university preferred
* Minimum of three to five years sales experience with a preferred progression from inside sales
* Strong industry sales/specification experience
* Minimum of 4 years' experience in business to business sales with previous success attaining and exceeding sales goals