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# Example of Division Sales Manager Job Description

Our innovative and growing company is looking for a division sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for division sales manager

* Coordinate the support from the Product Specialist, and Marketing support team on the actions and strategies identified by the ASM/Company as necessary, in order to maintain or improved the region order performance
* Provides input to the Product Managers and EM Sales to ensure that the necessary market trends, desired features and functionality needed by customers are considered in product designs or enhancements
* Analyzes market trends for assigned products including historical sales data, product forecasts, and vendor profitability
* Prepares the Revenue Report, and 24 month reports
* Generates daily sales reporting, and Morning Paper (distribution reports)
* Performs roll up of mid-month and end of month reporting reconciliations on a periodic basis, and identifies and resolves variances
* Generates monthly Nielson reports, and adds summary commentary
* Maintains By The Glass (BTG) trackers, and Multicultural Trackers
* Works with BSD’s on any incremental reporting needs
* Manages information needs for QBR’s, PAM’s and other meetings

## Qualifications for division sales manager

* The RSM will be able to understand a financial statement and is in a position to produce a report covering all relevant key data of the territory he / she is in responsible for
* He will have good knowledge of EU/US commercial terms and practices
* Has knowledge in the use of Personal Computers being equipped with Microsoft programs basic understanding of ERP
* Some 50% of time estimated traveling in Africa territory
* Degree in Life Science and / or Business Management (or equivalent) with appropriate experience
* 7-10 years sales management experience in of Hach's key markets (drinking water, wastewater, industrial, etc)