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# Example of Local Sales Manager Job Description

Our company is looking to fill the role of local sales manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for local sales manager

* Travel to customer sites and customer facing activities required
* Engage resources on target accounts
* Oversees advertising sales activities in Tucson
* Strategy Leadership - Implement the Global Division and BU strategy in the Country and ensure business development and sales growth in the domestic market
* Organic growth- Ensure profitable growth in the country by maximizing geographic coverage and channel penetration, focusing on industry segments in the domestic market
* Customer relations and quality -Build and maintain strong personal relationships with existing customers to ensure high satisfaction level and develop new customers to generate business with
* Marketing & Sales-Drive Marketing & Sales in the domestic market, including product launches
* Shared Services- Assure agreed service levels are maintained through efficient business and support function in back-end sales, shared platforms
* Standards and governance- Implement and ensure compliance with global and local standards, rules, tools, policies and processes related to operations/project execution and share functional best practices and lessons learned across the organization
* People leadership and development -Ensure that the area of responsibility is properly organized, staffed and directed

## Qualifications for local sales manager

* Strong understanding of lead generation, CRM and Account Development/Management
* Must be a recognized top-performer, high energy and hard charging personality with strong goal orientation and ability to coach and mentor the sales team
* Thorough understanding of the Salt Lake and Utah Hispanic and General Market sales dynamics
* Proficiency with Excel, Word, One Domain, Wide Orbit Sales, Wide Orbit Traffic, Rentrak and Power Point
* Must a have solid knowledge of new business development and digital sales
* Develop creative packages and identify non-traditional revenue opportunities