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# Example of Local Sales Manager Job Description

Our growing company is searching for experienced candidates for the position of local sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for local sales manager

* Cultivate, evaluate and negotiate business with new and existing accounts
* Develop and maintain rapport with agencies and clients to promote station’s image
* Responsible for negotiating with customer on detailed term and condition, and sigh contract of the products supply within the approval sales policy
* Take part in the preparation of the Annual Budget and Strategic Plan and is in this regard responsible for car production, volume and sales planning for its customer
* Support market research and marketing communication activities by providing market and competition information, Prepare Sales and Marketing related concepts/strategies for management decision
* Manage activities of the sales force to secure maximum sales volume and profit target and to develop maximum potential sales for the company's products based on company strategic sales target
* Based on the department objective, set up team goal and coach staff to set up short-term practice plans, review and consolidate the submitted plans in order to ensure the team goal meets the department targets；
* Supervise or oversee staff's work activity and implementation, solve the difficult problems or emergency situation within the team, or coordinate with other department if necessary in order to achieve the team goal；
* Ensure all activities are in accordance to the Global Strategy of Key Account Management, HQ and in line with their acting
* Achieve set targets and focus on achieving total demand orders, gross margin percentage, operating cash flow, Net Promoter Score (NPS)

## Qualifications for local sales manager

* Formulate a winning sales strategy
* Communicate insightful and prescriptive coaching
* Understand which essential management activities move the performance needle
* Confidence to say “no” to the nonsense and busy work in order to free up room in your day/week/month to focus on the few high-value activities that truly make a difference
* Challenge sellers with opportunities and nurture talent through inspiring leadership
* Collaborate with sellers to offer solutions and clarity