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# Example of Manager District Sales Job Description

Our company is looking to fill the role of manager district sales. 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 manager district sales

* Manage credit and write-offs by following good credit practices
* Develop and manage the sales to dealers annually
* Manage day-to-day interest, plans and goals of the Company in the territory to meet or exceed the needs of the customer
* Develop a relationship with the dealer organization embodying mutual trust and respect, enabling the district sales manager to be in a position to influence the course of action of the dealer to the mutual benefit of the Company and the dealer
* Protect and manage the financial resources of the Company and our dealers
* Communicate the needs of the customers and dealers to the appropriate department within the Company who are responsible for follow-up action
* Attain market share goals through product sales
* Develop annual district market and dealer plans that maximize on the market potential and realization of these plans
* Estabish, manage and continuously upgrade a Distribution Channel that meets established requirements while being capable of increasing our business in targeted markets
* Maintain direct contact with engineering, manufacturing and purchasing contacts at key user and OEM customers, keeping abreast of product and market needs and their satisfaction with our business relationship

## Qualifications for manager district sales

* Experience in ethical products (CVM/ Respiratory/ Rheumatology)prefered
* Qualified candidate will have a high school diploma or equivalent and 2-4 years’ worth of experience however a 4 year degree is preferred
* Offers the customer unique perspectives
* Knows the individual customer’s value drivers
* Financial acumen and ability to manage P&L of district
* A valid driver’s license and the ability to travel up to 70% of the time within the region and 15% of the time outside of the region are required