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# Example of National Sales Manager Job Description

Our innovative and growing company is looking to fill the role of national 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 national sales manager

* Communicate area needs and proposed solutions to Executive Director of SSG
* Plan and execute product seminars, and participates and facilitates training sessions
* Support territory sales representatives in advanced sales demonstrations
* Provide feedback and counselling in order to develop sales team personnel skill set
* Assist in planning, coordinating and conducting national & regional sales meetings
* Take a lead role in the training of newly hired sales representatives and associates
* Familiarize self with all markets, major accounts and major opportunities within the region
* Report and respond to customer complaints, and helps with resolution
* Provide feedback to Marketing on pricing and new product enhancements in order to address new trends in the market and to remain competitive
* Exhibit all corporate and divisional expectations of people leaders to include, but not be limited to developing employees, managing employee performance/engagement, promoting continuous improvement, managing department business/communications, driving organizational alignment, selecting/retaining talent, and consistently modeling excellence, integrity, and accountability

## Qualifications for national sales manager

* An open & honest proactive approach to communication
* Extensive travel required across Canada
* Must possess a minimum of 5 years experience in business to business sales and marketing
* Candidates must be
* Looking to take the next step in their carrier
* Must be well connected to major retailers and e-commerce customers