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# Example of Region Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of region manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for region manager

* May recruit and develop sales staff teams, provide developmental feedback to sales staff, and monitor individual and team sales goals with the objective of meeting or exceeding business sales objectives
* Manage, mentor and coach Technical Service Representatives, Technical Assistant Manager, and related roles ensuring quality service and coverage throughout the Region
* Assist contractors, building owners, consultants, and architects concerning all technical aspects of Sarnafil roofing and waterproofing installations including review of specifications and details, providing technical information, problem resolution and any general technical support needed
* Provide technical support to regional sales and field personnel including distribution of technical information, problem resolution, installation issues, and miscellaneous technical requirements and issues
* Review all roofing and waterproofing Notice of Awards regarding technical acceptability of the installation
* Oversee the close-out process to facilitate the issuance of warranty documents including final inspection and receipt of Completion Notice
* Resolve warranty claims including problem identification, establishing repair method, contractor/owner negotiation
* Coordinate technical training of Sarnafil applicators within the region in conjunction with the field technical representatives
* Assist the Vice President of Technical Services and the Region Sales Manager with various technical support requests and projects as needed
* Support Sales Operations with customer orders to assure correct product selection when required

## Qualifications for region manager

* Implement and monitor localized CPO and commercial sales programs in the region
* Liaison with Region After Sales Manager to ensure CPO after sales requirements are met
* Liaison with Network Development Manager to ensure CPO facility and signage programs are implemented
* Consult and educate dealers on CPO and commercial sales programs as requested by Area General Manager or Area Sales Manager
* Assist with the development and implementation of Region New and CPO sales programs and incentives
* 5-7 years of experience - Diversified professional experience in the automotive industry, including new and used vehicle sales and marketing program development, financial analysis, dealer communications, management presentations, and extensive dealer/field contact