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# Example of Region Sales Manager Job Description

Our company is hiring for a region sales manager. 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 region sales manager

* Achieve penetration and retention targets for assigned Enterprise Accounts Coach & develop team of account executives and account managers
* Prospecting for and qualifying leads in addition to those provided by inside sales and marketing
* Remote management of cross functional account pursuit teams
* Establish relationships to distributors and customers in the area
* Liase with global engineering teams to support customers requiremements
* Perform monthly rolling sales forecast for your area
* Develop strong long-term customer relationships with current and prospective customers
* Become the end to end Solution Sales Expert that customers look too for guidance and advice for their AMI technology needs
* Take ownership of the sales territory through proper forecasting, expense management, time management, and resource management to maximize return on investment
* Quote pricing to customers and negotiate sales contracts

## Qualifications for region sales manager

* Monitor and analyze dealer and area inventory and manage vehicle aging and inventory mix
* Monitor & support the use of the Audi Progressive Retail Experience throughout the sales process
* High level of understanding of accounting curriculum
* Ability to travel to universities and firms
* High level of computer presentation skills
* Manages support of Area After Sales Managers to achieve Regional sales objectives in Dealerships