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# Example of Region Sales Manager Job Description

Our company is looking to fill the role of region sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for region sales manager

* The ideal candidate will reside in the Charlotte, NC or Atlanta, GA metro areas
* The Auto Reimbursement Program offers a plan that allows you to use your personal vehicle with compliant insurance requirement, and is tax-free for employees driving over 5,000 business miles annually
* Develop and execute sales plans and targets for Enterprise Account
* Monitors and reviews progress of direct reports on a regular basis
* Daily interaction with sales team, customers, National Sales and Sales Management
* Coordination with Enterprise Margin/Pricing Manager, Customer Care, Merchandising, Sales Operations, Transportation and all other internal departments
* Maintain a high level of interaction with key Natural Channel Distributors and Natural Channel Brokers to ensure customer satisfaction
* Maintain Natural customer contact in conjunction with Natural Broker Reps to expedite resolution of customer problems/complaints and to improve overall customer relations, sales volume, and profile in the marketplace, review and evaluate performance in achieving sales Plan through specific objectives and incentives for Natural Brokers and Customers that are clearly articulated, mutually agreed upon and effectively measured
* Analysis, assessment and development of district business plans that include customer identification, prioritization, competitive analysis, success requirements, implementation plans, current and future trends
* To be accountable for delegated activities from the Sales and Marketing Director in order to provide for the collation and management of communication, site information, budgets and operational matters to ensure the effectiveness of all sites and the achievement of profitable sales within budget in a way that assures the company its profitability and customers a professional and courteous service

## Qualifications for region sales manager

* Bachelor's degree in business, automotive or related field, or equivalent experience in retail automotive sales operations
* Ability to multi task and proficient in Microsoft Suite Work
* Support achievement of Certified Pre-Owned (CPO) objectives
* 7 - 10 years relevant experience required, with 1 - 3 years management experience
* Providing an environment that fosters and promotes independent thinking, intelligent risk-taking, and problem-solving by communicating expectations
* Ability to solve complex problems for issue resolution