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# Example of Regional Sales VP Job Description

Our company is hiring for a regional sales VP. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for regional sales VP

* Visit a minimum of 2-3 prospects per month on average and perform a minimum of 12-16 roadshows per year in cities across the U.S. , including visits with custodial reps in your region
* Maintain quarterly and annual sales goals
* Develop growth strategies with the Sales leadership team
* Create accountability within the NA sales team by deploying appropriate metrics and coordinating compensation and promotions with these metrics
* Prospect and close relationships with key target clients
* Monitor the revenue pipeline and leads, adjusting as necessary to create sustainable growth
* Establish both short-term results and long-term strategy, including revenue forecasting
* Monitor the strategies and processes of the revenue cycle from customer acquisition to engagement to success
* Fill management gaps by building and training individuals and teams in Sales and Account Management and by delivering a proactive Sales Enablement plan
* Coordinate with Partner Development – aligning internal and Partner sales and account management tactics to achieve growth and customer satisfaction

## Qualifications for regional sales VP

* Strong leadership skills including the ability to operating successful with a matrix organization
* Three tiered Medical Plan, Dental, Vision, Disability Plans, Company Paid Life Insurance
* Minimum of 8 – 10 years (s) experience in railroad sales and marketing or relevant functions
* Demonstrated understanding of the U.S. marketplace and regulatory environment
* Comprehensive understanding of estate planning and insurance strategies
* 7-10 years of leading & achieving insurance sales goals and/or sales management experience