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# Example of Sales Director Job Description

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

## Responsibilities for sales director

* Create effective sales tools for use by inside and outside sales people in the region
* Review monthly sales numbers with the sales reps to ensure proper results
* Assist the Branch Manager in defining sales territories and customers for the outside sales reps
* Accountable for the development and attainment of corporate annual sales and sales and operational budget and the development, completion, and attainment of budgets
* Create strategies to increase sales growth and profitability through the development of new accounts and the growth of existing customers
* Assist the Branch Managers in sales budgeting for the year
* Develop and maintain regional Marketing collateral for use by all sales staff
* Assist and monitor Sales Support Programs instituted by branches
* Train branch staff in all aspects of product knowledge & sales skills
* Assist Branch Manager in the hiring, training and development of all sales personnel

## Qualifications for sales director

* Excellent computer skills in Word, Excel, PowerPoint and Outlook
* Minimum 2 years experienceas a Director or Divisional Sales and Operations Leader in the Health & Wellness space withregards to wearable technology devices
* Health & Wellness industry experience is required
* Self-driven performer with 2 years relationship driven sales experience
* High energy, outgoing personality with a professional appearance
* Strong technical literacy