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# Example of Sales District Manager Job Description

Our innovative and growing company is searching for experienced candidates for the position of sales district manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales district manager

* Ensure consistency of standards for shop operations and implement corrective action plans when standards are not met
* Manage the Purchase Order process for product purchased for resale
* Report monthly results and forecasts to Region Manager, explain variances, and plans to grow positive variances and to reduce and eliminate negative variances
* Ensure relationships with customers are managed and the company is professionally represented
* Conducts classroom training of customer personnel using company training tools
* Monitors and controls expenses of the district and keeps within levels of approved budgets
* Maintains and is responsible for proper inventory control by considering sales requirements, customer needs and budget level allowances
* Ensure the protection of company intellectual property and all other assets
* Ensure compliance with the Company code of Ethics and reporting requirements
* Ensure compliance with all company policies and procedures for ethics and corporate governance, and all national and international laws and regulations

## Qualifications for sales district manager

* 7 years sales or marketing experience in electronic business
* 3-5 years outside sales experience with a proven track record of success
* Waste industry experience is a plus
* 3+ years experience managing outside sales representatives in an aggressive market
* Experience in developing and executing territory sales strategies
* Must be able to travel a minimum of once per month to other Districts comprising the Division