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# Example of Sales District Manager Job Description

Our company is looking for a sales district manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales district manager

* Provides guidance and support to the team in navigating the organization the industry
* Assist with the overall management of sales personnel, customer service, and product issues throughout the District
* Assist IRR with MSO and Insurance DRP presentations, tours, meetings
* Actively search and recruit new target customers, develop accounts, increase customer count
* Assist in the training and development of sales reps and managers within the District
* Review of call accounting and metrics
* Foster and promote customer relationships
* Budget sales staff and actively recruit talented representatives
* Implement Company/District marketing and sales plans and monitor results Assist in the development of promotional materials to enhance product sales
* Be familiar with company product literature and be able to convey product information and availability to customers

## Qualifications for sales district manager

* Must have solid intermediate level Excel skills
* Bachelor's degree in Business, Sales/Marketing, Communications or related field or equivalent experience required
* Minimum of 7 years sales experience in the Ready Mix Concrete industry with knowledge of the aggregate industry in a complex market
* Proficient in MS applications (Word, Excel, PowerPoint, Outlook) and in CRM systems
* Evaluate individual and team effectiveness
* Understand and communicate information on all product lines, company policies concerning terms and conditions of sale