



Example of Area Sales Director Job Description

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Our innovative and growing company is hiring for an area sales director. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for area sales director

- Fosters key business relationships with local community and civic leaders in the San Francisco and San Jose areas that enhances AS and VX
- Attends and actively participates in marketing, capacity planning, and network alliance meetings to discuss new market opportunities and how best to leverage the AAG network
- Evaluates, approves, and implements marketing related promotions to help drive corporate sales efforts
- Monitors revenue, commissions, and contract performance within the district to ensure maximum revenue attainment
- Oversees development of an effective lead generation program and adoption of a customer relationship management (CRM) tool
- Monitors competitive activity within the corporate and agency community and suggests possible strategies to gain a competitive advantage
- Communicate regularly with Post-acute Care Sales (PCS) counterparts, Acute Care Sales (AC) Management and AC representatives to target and strategize current and future opportunities
- Work with your PCS counterparts to target with National Accounts, Corporate Sales and AC/ASC Field Sales Management those opportunities specifically related to conducting Utilization Reviews for a specific strategic outcome
- Demonstrate full understanding and capability of preparing and presenting the complete Financial Analysis and overseeing the full implementation process for a Utilization Review

Qualifications for area sales director

- Knowledge of complex software development lifecycle
- Proven relationships with the top management of Canada's major Channel and Alliance Partners is a requirement
- Experience in the virtualization market is preferred
- Com or similar CRM experience is required
- Must be a skilled motivator with a demonstrated ability to manage top Channel Partners
- Excellent management and communication skills (written and verbal) with an ability to interact effectively with C-level executives and senior managers