



# Example of District Sales Manager Job Description

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Our company is growing rapidly and is looking to fill the role of district sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for district sales manager

- Develop and review annual marketing and business plan for all products within assigned geography.
- Make variety/hybrid recommendations for all products in the assigned sales district.
- Serves as "point person" with all customers and ability to handle day to day issues shipping, allocations, and inventory management on all products in the district
- Provides product training to dealers on an annual basis for all products, and works with agronomy services team to identify plot cooperators and lead and or assist in strip and plot testing on all crops as needed
- Responsible for developing the District Sales plan with DGM and Regional sales leader
- Manages as Sales Supervisor/Team Lead, in full, usually through a number of subordinate supervisors, the activities of a small sales unit, or manages a small group of individual skilled sales specialists (typically in job grades 40-45)
- Coordinates the hand-off of new customers to the appropriate sales representatives to ensure effective execution of the and meeting required service goals of the customer
- Tracks, monitors and evaluates profitability of new and existing business and directs the pricing decisions of sales representatives to ensure that adequate levels of profitability are maintained in conjunction with zone management
- Performs all duties inherent in the role of an MSC Manager including hiring,

- Collaboratively develop and support the execution of customized business plans to achieve financial and operational goals for stores within your district

## Qualifications for district sales manager

- Minimum of five years of retail store management experience
- A minimum of 8 years of sales experience as a Sales Rep and 3-5 years as a People Manager is required
- A combination of retail, sales, and operational skills
- Ability to manage and motivate PT team based on performance based metrics/ measurements
- University degree or equivalent in related field
- Possess good track record and is result orientated