



Example of Manager Regional Sales Job Description

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

Responsibilities for manager regional sales

- Manage two-way Communication
- Actively pursue net-new business opportunities with aggressive prospecting into existing accounts and new business prospects
- Accurately forecast pipeline deals through SalesForce.com, and participate in weekly funnel calls with peers
- Manage all RFI, RFQ, and RFP processes
- Collaborate as appropriate with business alliance partners and other distributors to expand the reach of our products and services
- Manage business reviews and customer satisfaction activities
- Act as a central point of escalation for customer concerns or supply chain/technical issues and drive resolution
- Participate as required in business improvement initiatives
- Formulating and agreeing a business plan for the region with the Sales Director
- Generating new business sales revenue on a consistent basis against agreed targets

Qualifications for manager regional sales

- Minimum 3 years of experience in aerospace industry, sales and marketing
- Understand Aerospace market, practice and process
- Customer service, quality control, account receivables, budget and forecasting, organizational and tech support skills with good discipline and a competitive attitude

- PE preferred, not required
- Solid understanding of Metrology strongly preferred