



# Example of Manager Regional Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of manager regional sales. 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 manager regional sales

- Develop long term relationships with key clients with particular emphasis on end users, consultants and contractors who can provide a recurring revenue/project pipeline
- Identify new business opportunities to grow in adjacent verticals or with new applications in existing verticals that fit the segment criteria
- Develop new strategic partnerships with distributors so as to strengthen the company's ability and reach into the segment
- Clearly translate customer needs into optimal solutions that HSF can provide, ensuring that through each step of the process we are constantly engaged with the customer and other stakeholders to fine tune the solutions being offered, be able to clearly demonstrate where and how we meet their needs, how we are adding value and why we differ from the competition
- In conjunction with your Commercial Leader prepare and agree annual sales plans that reflect the maximum growth opportunity for the forthcoming period within the region/segment/verticals and across all product groups
- In conjunction with sales, marketing and the factories
- In conjunction with your Commercial Leader conduct periodic business reviews with all customers to look at performance versus plan and previous year, new projects and customer opportunities, the win/loss ratio, NPI take up, pricing and any other areas deemed relevant or necessary to drive growth
- Working with the Commercial Excellence team to ensure that all customer

- Working with the Technical Services Leader ensure that all customers have the right amount of engineers trained on the various products that they sell and install
- In conjunction with Marcomms ensure that there is regular communication and contact with all customers through mail shots, bulletins, the web site and other media to ensure we develop and grow the "connectivity", awareness and sense of partnership excitement about our products, solutions and support services

### **Qualifications for manager regional sales**

- Motivating the team to ensure all goals and plans are executed on time and in full
- Working with Channel & Sales support to analyze sales area performance data
- Using the CRM tool to assist with data management and analysis of area and customer performance
- 3 + years experience within a sales management role
- Experience within a related industry, metering and AMR/AMI
- Optimistic and tenacious