



Example of Manager Regional Sales Job Description

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Our company is searching for experienced candidates for the position of manager regional sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager regional sales

- On a daily basis, solicit and follow up on group leads
 - Perform cold calls on new accounts that produce revenues for Eldorado, Silver Legacy, and Circus Circus
 - Assist and be a positive team member to insure Eldorado, Silver Legacy, and Circus Circus maintains and enhances its position as a leading convention hotel in our region
 - Work closely with the Reno-Sparks Convention and Visitors Authority to solicit the leads the RSCVA produces and close on business generated by this public agency
 - Work in concert with the Industry Representation Firms that Eldorado, Silver Legacy, and Circus Circus employs as our satellite Sales Offices
 - Solicit for Eldorado, Silver Legacy, and Circus Circus the leads generated, involve these firms' sales staffs to help close business for Silver Legacy that originates within their respective territories
 - Organize and conduct site inspections and client visits to Eldorado, Silver Legacy, and Circus Circus and the surrounding Reno/Lake Tahoe region
 - Make Sales Presentations in a professional and effective manner
 - Participate in Familiarization Trips (FAM's) at Silver Legacy and in the surrounding region to expose potential
 - When appropriate, assist in developing the convention clientele into casino customers through the various marketing channels available at Eldorado, Silver Legacy, and Circus Circus
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- Prior experience in NIC/NICSI and state/ Central Ministries is important criterion
- Prior Experience in getting Information security products around authentication / encryption will be an added advantage
- You must be fluent in English with good understanding of Sales Process within Government Vertical in India, specifically South
- Exceptional organization skills and time management techniques
- Special attention to detail and follow-up
- Individual must exhibit a positive, "can-do" attitude