



# Example of Manager Regional Sales Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

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

## Responsibilities for manager regional sales

- Manage and maintain good customer relationship and service to attain excellent customer satisfaction and renewal business
- Develop and execute annual Business plan and Strategic initiatives to grow business
- Support and oversee successful implementation of SEA countries' segment business plan
- Act as the BIM evangelist and domain resource and assist other SEA sales team in their sales and business development
- Participate in sales activities including customer site visits, telephone contacts, email correspondence, trade seminars and shows, product demonstrations/evaluations, customer seminars and channel management
- Analyse the market and identify key target accounts and start-up's that have a need for Imagination IP
- Managing and driving the consultative sales process for these accounts - from opportunity identification, through proposal and negotiation to contract closure - to help achieve the annual sales budget, in conjunction with the relevant Imagination stakeholders
- Previous experience of working with start-up's and aligning Imaginations requirements with the typical start's up's requirements
- Mapping key account's internal organization, including key stakeholders, and ensuring all are 'on the same page'
- Ensure that the value proposition of Imagination's solutions are appropriately communicated and any objections dealt with in an effective and timely manner

- 
- Actively prospect and capture new accounts to be sold directly or through distributors
  - Excellent knowledge and experience in Australian & New Zealand market
  - Previous successful record of accomplishment of selling technology to Fortune 500 clients including a minimum two years of technology sales management experience
  - Background in working with large hardware OEM's and or Software Sales
  - Must embrace our core values around trust, humility, embracing change, passion, attitude, teamwork, and honesty
  - 3 to 5 years progressive experience in sales and/or marketing