



# Example of Manager, Sales Regional Job Description

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Our company is growing rapidly and is looking to fill the role of manager, sales regional. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for manager, sales regional

- Partners with customers and external consulting engineers to develop communications and reliance on BEI Sensors' products and services
- Previous responsibility for P&L, budgeting, forecasting and expense management a plus
- Work with Epsilon Product Management on product features that need enhancement or new features or products that clients require to achieve their goals
- Identify tactical client engagements to the Strategic Services Group for customer lifecycle marketing program development
- Work with local industry groups to represent Epsilon's products and business interests
- In-depth industry orientation
- A minimum of 5 years managing a sales team
- Highly organized and display exceptional follow through
- Ability to develop and retain key performers to meet sales objectives
- Ability to work at all levels within the organization

## Qualifications for manager, sales regional

- Research and generate new target customers
- Conduct sales calls and make product / service presentations to meet customer needs
- Generate market and competitor intelligence and perform market analysis to

- Provide input into development of marketing communications and product portfolio decisions
- Spearhead management of customer service and achieve customer satisfaction
- Remain current on sales performance and provide sales reports as required