



Example of Manager, Sales Regional Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is hiring for a manager, sales regional. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for manager, sales regional

- Manage team and activities including inbound phone calls on the general toll free sales line
 - Directly responsible for leading individual and team meetings ongoing contribution and involvement at departmental meetings
 - Work closely with the team members to develop a process, expectation and turnaround on processes such as Co-op Marketing or leads development
 - Required committee work in relation to such initiatives will also be the responsibility of the Manager Regional Sales Support
 - Contribute to the overall Sales management team's efforts for success
 - Overall Individual Wealth Sales team involvement may include assisting with schedules and presenting at national sales meetings, organizing team participation at conferences and events, training sessions or other off-site meetings requiring professional sales support as needed
 - Establish and manage annual dealer sales targets and provide the company with accurate sales and inventory forecasts
 - Assist brand in product development, pricing and retail and wholesale incentive programs
 - Assist dealers with event planning and execution, including boat shows, dealer open-houses and other like events
 - Manage available incentive funds to achieve optimum retail impact, and budgetary compliance
-

- Working knowledge of the corrosion industry, education on industry regulations and policies preferred
- 3 years of experience managing Outside Sales Representatives, including making people management decisions and comfortable in a management role
- Must be a strong communicator able to take initiative and function independently
- 5-7 years experience managing an outside sales team
- Ability to travel +80% of the time throughout Canada Clean driving record
- Ability to enter the U.S. for training and meetings