



Example of Manager, Sales Regional Job Description

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Our company is growing rapidly and 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

- Achievement of any other set Regional financial KPIs including ranging and profitability targets
- Provides input into shaping and development of the company's full product range
- Developing new business opportunities that result in meeting and exceeding annual quota targets through sales to new customers and expanding options to existing accounts
- Building, managing, and keeping management apprised on the sales pipeline within the territory
- Conducting business in a profitable, ethical manner
- Understand customers' needs and market potential, and set direction, strategies and plans to expand market and realize market potential
- Lead senior level negotiations optimizing contractual opportunities which cement long-term supply arrangements
- Analyze sales reports to proactively identify opportunities and at risk, re-prioritize resources to maximize sales opportunities
- Identify and direct action on tender opportunities through liaison and cooperation with appropriate departments
- Work closely with the Global Commercial Organisation and deliver sales forecasts

Qualifications for manager, sales regional

- Ability to travel internationally for meetings and training as required
- Ability to act with diligence and autonomy, with a focus on bottom line business results
- Successful track record in new business development, with strong, demonstrable sales skills in solution selling
- Knowledge of the Digital medium & Direct Marketing Industry in China
- One local language plus English is essential