



Example of Manager, Sales Regional Job Description

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Our innovative and growing company is looking for a manager, sales regional. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for manager, sales regional

- Support deployment resources to meet financial/operating objectives including orders, revenue, contribution margin, and base cost control
- Drives sales and profit of the assigned Region through the management of all District Sales Managers
- Thinks strategically and works with the Vice President of Sales & Marketing to establish sales goals that position the company to gain maximum market share, sales and profitability
- Reviews daily sales below profitable level
- Reviews previous week's results on sales and profits
- Implements pricing strategies for sale of product
- Interacts with customers and vendors and answer their questions in a friendly, timely and quality manner
- Manages unsatisfied customers
- Reviews all monthly numbers by sales associate, checking out all individual problems at the customer level
- Reviews key customer accounts

Qualifications for manager, sales regional

- Advanced degree or relevant certifications a plus
- Located in TBD
- Overseeing all aspects of the Southern Regional area sales teams in wet trade

- Work with the sales director to set targets for the sales team, in conjunction with relevant department heads
- You will manage, develop and grow strategic prospects and existing customer relationships