



Example of Manager, Sales Regional Job Description

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Our innovative and growing company is looking for a manager, sales regional. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for manager, sales regional

- The Regional Manager (RM) is responsible for the development and performance of all sales activities in an assigned region
- Increase regional sales revenue and profitability through the direct supervision and management of assigned representatives
- Manage sales activity and productivity reports for assigned representatives
- Implement and manage the preparation of and completion of 30/90/360 planners (GPS)
- Assist President of Sales with preparation of regional business plan and assignment of regional sales quotas
- Accountable for unbilled and uncollected revenue within the region
- Recruit for local assigned area
- Attend national trade show functions as necessary
- Ensure that all company approved go-to-market sales initiatives are appropriately implemented and progress is tracked
- Develops a strategic marketing plan that aligns those sales initiatives with customer requirements

Qualifications for manager, sales regional

- Working knowledge of Primary and Secondary Disk Storage Data Archive
- Work with the SVP, Canada East, the Corporate Marketing team and Territory Managers to formulate and execute on marketing strategies, objectives and initiatives that are aligned with the corporate marketing strategy

and compensation

- Partner with the ROMs to deliver a consistent auction experience to our consignors, bidders and buyers by adhering to established auction policies and procedures and by championing best practice solutions
- Ensure regional activities meet with and integrate with organizational requirements for quality management, health and safety, legal stipulations, environmental policies and general duty of care
- Lead Ritchie Bros