



Example of Regional Manager Sales Job Description

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Our innovative and growing company is hiring for a regional manager sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for regional manager sales

- Direct customer executive engagement
- Forecast top line results in SFDC while also managing expenses to exceed region profit targets
- Responsible for an annual booking/gross-profit and net contribution quota with significant growth year over year
- 5+ years' selling in the Ag crop inputs industry
- Vast geographic selling experience
- Retail sales experience in Ag fertility, fungicidal or biological sales
- Retail facility management experience
- Broad portfolio selling experience
- MBA in an Ag Science or related field
- 5+ years' selling in the Ag crop inputs or fertilizer industry

Qualifications for regional manager sales

- Bachelor's or Associates Degree in Business or related field
- 2+ years of successful experience in Equipment Care sales
- Strong leadership tendencies
- 3 – 5 years experience in a sales role with leadership attributes
- Comfortable managing under pressure and ability to successfully multitask and prioritize
- Passion to win and motivate a diverse team