



## Example of Regional Manager Sales Job Description

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Our company is growing rapidly and is hiring for a regional manager sales. 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 regional manager sales

- In conjunction with Technical Support, prepare proposals and presentations aligned with customer needs
  - Achievement of the Annual Sales Target for the Sandoz Retail portfolio in the Region
  - Management of the Annual Regional Total Function Cost expenditure level with budgeted parameters
  - Leadership, coaching, & professional development of all Pharmacy Business Consultants in the Region, inclusive of monthly in field coaching days with all Pharmacy Business Consultants part of the team
  - Appraise the activities of the regional team according to overall strategy and monthly Key Performance Indicators (KPI's)
  - Ensure all Regional KPI's are met & issues promptly addressed through monitoring the performance and efficiency
  - Achievement of in field KPI's (call rates, coverage, frequency, substitution training)
  - Ensure full utilisation of all sales tools for all direct reports (Navigator, Cube, Dispense Intelligence, Ranging tools) and provide the necessary training where required
  - Enforce Customer compliance as per Sandoz Terms & Conditions (as per Contracts) Diversity and Inclusion
  - Develop, retain and attract key talent
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- The performance and development of the Area Sales Teams
- Increasing market share in existing markets and maximise new business development opportunities
- Ensuring expense budgets are monitored and kept within target
- Creating & maintaining key area sales relationships
- The successful candidates will be based in the South of the UK, and will be expected to develop business with a range of customers in locations spanning from Kent to Mid-Wales
- Experience selling technology and service solutions with Email Service Providers, related ecommerce platforms and their System Integrators, CRM, SMS Marketing, Search Ad Management, or Web Analytics is relevant – particularly in a retail context