



Example of Regional Manager Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of regional manager sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for regional manager sales

- Coaching the Account Managers within your team, ensuring your overall team OP is met and growth objectives achieved for your region, including driving quarterly forecast accuracy in-line with OP expectations
- Support and/or lead P&L Must-Win deals, Multi-Modality or strategic deals, along with the relevant Modality Managers and following the Large Deal Process
- Drive effective and efficient account planning processes to ensure optimal account coverage and realisation of account strategy
- As a member of the Imaging Leadership team ensure seamless teamwork with Service and other channels to provide total customer satisfaction and realise growth objectives
- Regularly track progress on the sales activities/targets execute the initiatives/actions as established with Sales Management
- Plan regular visits to distribution and assigned OEMs in the territory to maintain current business
- Develop sales plans and profitability targets with Sales Management
- Execute the business strategies for assigned territories
- Work closely with the commercial & technical support departments to provide best customer proposals
- Provide input to the BA pricing team on acceptable price levels to ensure profitability

Qualifications for regional manager sales

- Ability to identify key large scale projects across these states Centre and decide the plan to focus to grow the business 20% YoY with a strategic go to market plan
- Business Knowledge/Intelligence
- Strategic Staffing
- A minimum of five years of sales experience, preferably in the data storage/software industry, is required
- Consultative or solutions selling approach is a must
- Demonstrated knowledge of negotiation tactics and persuasive techniques