



Example of Regional Manager Sales Job Description

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Our innovative and growing company is looking 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

- Understand key drivers within vertical markets
- Manage profitability and operating expenses within budget for branch
- Ensure monthly expectations in revenue, gross margin, and documented sales activities are met
- Provide accurate forecasting of projected sales in a timely manner
- Responsible for identifying, recruiting, interviewing and hiring potential sales candidates as needed
- Establish and maintain close contact with customers and prospects in assigned geography
- Uphold and implement company core values and ethics
- Develops presentations to target top-producing agents and secure commitments
- Responsible for training presentations, sales meetings, lunch & learns, realtor board events, open houses, and similar events
- Maintains marketing concessions and monitors their use

Qualifications for regional manager sales

- Business Undergraduate Degree or College Business Diploma
- Proven Success in a Leadership or Sales Position within a Canadian Mutual Fund Company
- IFIC and Canadian Securities Course (or higher level of achievement)

- Strong market and industry knowledge, particularly Menards and/or other similar DIY “Big Box” sales organizations
- 3+ years business to business sales experience in the payroll outsourcing or PEO industry