



Example of Regional Sales Job Description

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Our company is looking to fill the role of regional sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for regional sales

- Will be responsible to develop new customers in assigned territory through cold-calling
- Develop account growth strategies for customers and maintain existing relationships
- Deliver yearly growth targets as set out by the company
- Cross-sell the full suite of CN transportation services
- Provide Marketing with forecast information related to your portfolio
- Travel within the region – perhaps frequently depending on the portfolio
- Develop new and existing B2B opportunities to grow SaaS/technology revenue and clients through quality leads
- Advise customers on the current best practices in the Construction industry
- Hunt outbound opportunities work inbound, marketing generated leads
- Accurately forecast revenue for the assigned territory, leveraging the Salesforce CRM

Qualifications for regional sales

- Must be able to organize and manage multiple priorities in a fast paced environment
- Leverage CMAT and its tools to increase the knowledge of the market
- Lead weekly/monthly Sales reporting activities (defined timeframe/process)
- Manage sales activity, forecasting process, establish order intake, strategic planning
- Forecasting and planning to ensure a revenue budget is put a place along

- Lead and provide direction to the regional sales staff Maintain two-way interactions with CMAT to ensure resources and support on competitive intelligence