



Example of Sales District Manager Job Description

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Our innovative and growing company is looking to fill the role of sales district manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales district manager

- Coaches CSR's on utilization of tools, processes, and techniques to better serve Boss and grow sales
- Develop Sales Plan for the assigned area supporting the organizations strategy and objectives
- Sales and service \$'s, retread and new tire units
- Supervises and trains new Agents in work procedures and policies
- Completes appraisals of Agent operations and business, recommending improvements or Agent terminations when necessary
- Assists Agents in setting goals and developing strategies to attain goals
- Reviews agencies with loss problems in order to develop suggestions for improved profitability
- Assists in setting up new offices and provides customer service for vacant agencies until a new Agent is hired and trained
- Assists in the recruiting and recommends the hiring of Agents
- Performs other duties at the request of the Regional Sales Manager

Qualifications for sales district manager

- Requires excellent oral and written communications skills and the ability to teach others the skills that have been proven successful in selling through agent networks
- Experience with various state laws governing the sale of health insurance in each state within assigned territory is preferred

to solving problems related to support departments for Sales Representatives to resolving disputes between employees

- This position operates in a very fast paced, high volume, complex problem solving environment, prone to interruption with an emphasis on meeting predetermined performance standards on a weekly basis
- This position may come in contact with protected health information on a regular or extensive basis
- The incumbents will take appropriate steps to ensure that access to and use of protected health information is limited to them (and their staff) to that needed to adequately perform their job responsibilities and accountabilities