



Example of Sales Manager, Regional Job Description

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Our innovative and growing company is looking to fill the role of sales manager, regional. 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 sales manager, regional

- Provide input from the field to drive business and product strategy
- Ability to lead by influencing
- Develop and sustain long term customer relationships and sales in the Western US & Canada
- Manage the day-to-day and strategic sales process
- Maintain a balance approach to superior customer service and strategic account planning
- 80% - To drive the project identification (project, budget, time-lines and current state) for focus, key stake-holder identification, and sales cycle within those identified projects
- To provide an ongoing visibility to the management about the health of business and revenue AND workout the timely gap plans to achieve any identified revenue gaps
- USING SFDC as a sales tool is an absolute must
- To work with Marketing team for planning the Market Awareness activities and taking key role in driving the execution of those activities
- Working with existing Employees, Channel Partners and Distributors, Customers

Qualifications for sales manager, regional

- Self-motivated and highly driven individual who is mature, initiative and

- Able to work under pressure and independently in a fast-paced environment, deliver results and observe deadline
- Ability to balance multiple priorities and commitments
- Minimum of eight years of highly successful sales management experience
- A background in the lawn and garden industry or related consumer goods and experience selling through a dealer network is preferred
- Product knowledge is imperative