



Example of Sales Manager, Regional Job Description

Powered by www.VelvetJobs.com

Our company is hiring for a sales manager, regional. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales manager, regional

- Work closely with WLP Business Unit Product Management teams to insure clear communication and understanding of marketing and new product plans
 - Manage sales forecast for the Area assigned using Salesforce.com (SFDC) CRM platform coupled with a bi-weekly pipeline review process
 - Approve proposals for assigned Area to manage price and profitability
 - Work with Marketing Communications and Commercial Management to implement promotional tactics
 - Coordinate with Customer Service and Supply Chain operations to ensure that customer support competencies, processes and results are aligned to meet customer needs
 - Manage demo inventory assigned to the region
 - Work with Area channel partners to drive region Water Analysis & Purification North America revenue goals
 - Employ and embrace Practical Process Improvement (PPI) Business System tools as a means to improve the efficiency and effectiveness of the LPD selling organization
 - Support the development of all direct reports using the Performance Development and Management (PMD) process and hold direct reports accountable for attaining their business goals
 - Able to set business goals, strategic plans and successfully execute the plan to deliver tangible results
-

- Solution-based, consultative selling
- 3+ years' selling to B2B end customers in the FinTech/Software industry
- Experience working with or selling ERP or accounting systems
- Intermediate knowledge of Salesforce a plus
- High level of knowledge in Excel, Word, Outlook, and GoToMeeting or other screen share presentation platform
- BS degree in business administration, computer science, or related field