



Example of Sales Manager, Regional Job Description

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Our growing company is searching for experienced candidates for the position of sales manager, regional. 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 manager, regional

- Provide product and application training for the 3 party sales channels
- Establish long term relationships with 3 party sales channels
- Support established system builders, key accounts and 3 party sales channels with quotations and technical assistance (involves learning and being proficient with Standard Refrigeration selection programs)
- Establish and communicate territory objectives to 3 party sales channel
- Brand & Business Development
- Coordinates the team's effort to obtain market information relevant to the development of category and channel strategies and tactics
- Ensures that company and CD strategies are cascaded to the team and conducts regular meetings to monitor progress and determine future courses of action
- Policy and Process Compliance
- Solicit, secure and contract for Convention and Meeting(s) room blocks and conference/tradeshow space based upon predetermined Eldorado, Silver Legacy, and Circus Circus room rate criteria, room inventory allotments, future occupancy levels and existing market conditions
- Monitor the usage (pick-up) of the group blocks and adjust accordingly in cooperation with the Room Reservations Department

Qualifications for sales manager, regional

- Travel throughout the region as business requires

- Manage and promote appraisal quality and accuracy maintain set appraisal key performance indicators (KPI's)
- Serve as the lead in fostering a culture of clear direct communication within the region and throughout Ritchie Bros
- Develop a strong partnership with the Regional Operations Manager ("ROM") in your region to promote a high level of communication between the RSM and the ROM, including meeting regularly with the ROM to review overall financial performance for the region and develop plans to deal with problems or issues