



Example of Sales Manager, Regional Job Description

Powered by www.VelvetJobs.com

Our growing 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

- Responsibilities include helping management to identify areas of needed distribution and potential new distributors and contacts
- Trains sales representatives or distributors
- Appraises sales performance and reports to management
- Adhere to employee conduct, rules, regulations and company guidelines set for in employee handbook and guidelines found on the Company Intranet
- Achieve the sales quota and strategic goals assigned
- Engage industry influencers, leaders and target customers strategically to build awareness, understanding, opportunities and compelling demand for our solutions
- Develop a sustainable market and business for the Precast, Contractor & Engineering segment in Singapore and SEA countries to increase market share and sales revenue
- Design and execute demand and lead-generation initiatives to create opportunities and build healthy sales funnel
- Manage and control sales process to achieve predictable pipeline from prospecting, qualifying, management and sales closure
- Identify strategic account and develop executive relationships strategic account plans to win and grow key accounts

Qualifications for sales manager, regional

- Contribute to effective team output through cooperation, participation and a commitment to shared vision and goals
- Engage effectively with local sales teams in order to manage customers
- Experienced with CRM system
- Three years of hotel sales experience preferred, preferably in an upscale or lifestyle brand hotel company