



Example of Sales, Regional Manager Job Description

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Our innovative and growing company is looking for a sales, regional 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, regional manager

- Develops new sales opportunities and addresses the needs of larger accounts
- Negotiates and coordinates pricing strategies, market conditions and changes for applicable area
- Tap existing, and cultivate new, relationships with key financial advisors/consultants in the \$50M - \$500M segment to gather market data and deliver sales
- Ability to travel within the region including overnight travel as appropriate
- Has used a CRM Salesforce a plus
- Experience in a service industry organization is highly desirable
- Develop territory plan in coordination with Marketing Manager to map target customers aligned to Epsilon's business focuses
- Build an effective pipeline of opportunities to meet target quota booking numbers
- Create effective account plans to open and maximize new business opportunities
- Manage sales opportunities across an extensive geography and multiple industries maintaining necessary data records in Salesforce.com

Qualifications for sales, regional manager

- Manage the business development effort
- Perform key account planning to identify, develop, and close business opportunities in support of business plan and strategic objectives

- Minimum 5 years' experience in building products with sales background
- Bachelor degree in Engineering, Marketing or related field
- 3 to 5 years of Coatings sales experience required