



Example of Sales, Regional Manager Job Description

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Our growing company is looking for a sales, regional manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales, regional manager

- Support dealer goals and business objectives to meet or exceed retail and market share goals
- Provide input to the engineering and development teams to refine the solutions that will meet the current and future needs of the market
- Manage all Water Analysis & Purification Specialist Sales Representatives in Area to deliver Lab Products Division (LPD) North America revenue, profitability, and market share growth objectives
- Accountable for assigned Specialist sales team use of SFDC CRM as “THE TOOL” for managing and reporting on territories within the Area
- Define, and assist in the development of, core competency requirements of the sales team
- Support selling activities across a broad spectrum of market segments that includes Industrial, Power, Water/Wastewater, Academic and Life Science
- Create specific marketing plans for each dealer in the region
- Maintain an aggressive boat show and dealer location regimen that includes training ad competitive position combined with active presence and shows and dealer locations
- Majority of duties performed, but not meant to be all-inclusive or to prevent other duties from being assigned
- Lead a team of highly experienced technology account managers to exceed their sales targets

Qualifications for sales, regional manager

- A high degree of competence in use of tools for analysis of data for sales planning purposes – particularly excel, including the creation and use of pivot tables and advanced features, and creating and delivering PowerPoint presentations
- Computer literacy with skills in Word, Powerpoint, Excel and Lotus Notes
- Bachelor's degree in an engineering discipline or equivalent experience working with 3D CAD or design programsOR
- Bachelor's degree in Business Administration or Finance with experience in selling into construction or AEC markets
- Ability to travel up to 80% of the time throughout US and Canada