



Example of Sales, Regional Manager Job Description

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Our company is looking for a sales, regional manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales, regional manager

- Responsible for the development and performance of all sales activities in assigned market which in this case is the North Sea
- Ensure Call Planning / Call Cycle adherence by all members of Regional Sales Team
- Manage distribution relationships to build rapport and further leverage those relationships to target specific opportunities and penetrate the market
- Manage and execute new product introduction and devise and present ideas and strategies
- Work and structure all commercial activity and pricing to maximise company margins
- Contribute to the Marketing programs and Marcom activities for trade shows, advertising and company image
- Interfacing with Manufacturing and Supply Chain organisation on all issues concerning impending orders- packaging size, packaging type, pricing, payment terms and delivery terms
- Define and outline sales promotions programs in cooperation with Marcom Manager
- Establishing and maintaining, together with Marcom, updated training manuals for all sales and field technical support personnel
- Take part in future plans for company expansion and acquisitions by defining, identifying and evaluate new opportunities for company acquisitions

Qualifications for sales, regional manager

- Emphatic communicator, able to see things from the other persons point of view
- Prefer candidates with a minimum of 3 years manufacturing sales experience
- Demonstrated presentation and negotiation skills with C-suite
- Expertise in investment products and services
- Positive and dynamic team player