



Example of Sales, Regional Manager Job Description

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

- Drive and leverage the team in building customer relationships at the CXO level and/or administrative bodies and Key Opinion leaders and taking personal ownership of key accounts/relationships where necessary to enable profitable growth
- Increase the Comatrol market share by identifying and winning sales opportunities within assigned area of responsibility
- Maintain high level of focus on designated target accounts
- Reviews new account prospects to help District Sales Manager (DSM) and sales associate close
- Works with individual sales associates in the sales process
- Supervises assigned staff in the performance of their duties, including scheduling, training and development counseling, and performance management
- Supervises employees such that their duties are performed in a timely and accurate manner
- Coordinates sales efforts with Purchasing Department
- Evaluates with DSM's any specific problem within their geographic area and tries to resolve
- Evaluates the performance of all sales associates through DSMs

Qualifications for sales, regional manager

- You will develop and deliver accurate and technically correct sales presentations to potential customers
- You will manage all aspects of the sales cycle including prospecting, development of the customer relationship at all levels and the implementation of the account plans
- You will deliver on set objectives to achieve revenue and growth targets
- Funnel and Territory Management & Ability to prioritize and meet deadlines
- Ability to interface with all levels of Government Officials is essential