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# Example of Manager, Territory Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of manager, territory. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, territory

* Develop quarterly business plans with identified key account targets for each main product category
* Ensure a superior customer service orientation with each account
* Maintain the highest level of professionalism at all times both externally with customers and internally with Company employees
* Keep management and sales personnel aware of any selling tips, success stories and suggestions that may help the sales organization
* Provide ongoing information to Sales Management and Marketing on all competitive activities and product introductions or evaluations through the respective geographic boundaries
* Report all weekly sales activities via call reports to Regional Business Manager and home office
* Submit weekly expense report when necessary and adheres to expense policy and procedures
* Consistently communicate new product ideas and potential improvements to sales and marketing management
* May help introduce new product prototypes to various centers of influence and follows up these introductions when asked by the Marketing Department
* Quote price, credit terms, delivery time, in coordination with company goals and directives

## Qualifications for manager, territory

* For existing customer base, call on and develop relationships with an emphasis on new product sales to our customer base
* Learn to input accurate and timely forecasts opportunity updates in SalesForce.com for management visibility in territory pipeline
* Ability to travel that may include occasional overnight stays
* Regularly required to walk, stand, or sit (or combination of) for up to 10 hours or more
* Safely operate a motor vehicle at all times of the day and evening
* Communicate regularly with managers, customers, sales force, et