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# Example of Manager, Territory Job Description

Our company is searching for experienced candidates for the position of manager, territory. 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 manager, territory

* Maintains communications with sales manager on customer related concerns/opportunities
* Quotes prices and credit terms for customers
* Maximize growth and new business development with a strong focus on interest spread, fee income and After Tax Return on Equity (ATROE) while increasing the quality of the VFS EUD portfolio
* Systematically manage deliveries, penetration, managed assets, overdue and write-off ratios, operating income, selling expenses and headcounts to ensure business performance
* Proactively seek opportunities to enhance service offerings using local knowledge and customer relationships
* Build strong working relationships with the corresponding Volvo Business Area sales team
* Proactive POS quoting to appropriate segments in line with pricing strategy
* Execute campaigns and generate transactions meeting business plan and supporting Business Area and dealers objectives, ensuring alignment with company regulatory and tax requirements
* Assist in the development of a quality and balanced credit portfolio
* Provision of assistance regarding debt collection and risk management activity as and when requested

## Qualifications for manager, territory

* Minimum of five (5) or more years of mid-market to enterprise software sales
* May present bids and proposals to customers
* Remains current on developments in field(s) of expertise, regulatory requirements, industry trends
* A demonstrated ability to analyze and evaluate technologically complex devices
* Liaise with sales support team to ensure all key initiatives are activated including tastings
* Discounts on our huge range of products