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# Example of Manager, Territory Job Description

Our growing company is hiring for a 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

* Maintain existing relationships to continue developing school programs
* Leverage existing relationships to broaden network within the College Counselor community
* Develop and execute Activity Plans in territory
* Establish and implement efficient call cycle
* Determine optimal use of time according to objectives set by account managers and self for specific store objectives
* Monitor and report on performance against targets and take action as required
* Develop operator business plans in conjunction with market plans
* Develop strategic geographic call patterns that maximize market coverage
* Develop and leverage local operator opportunities (product and promotion)
* Create and maintain accurate customer profiles of key operators in assigned market area

## Qualifications for manager, territory

* Bachelor Level of Degree in the Business, Marketing or related field of study
* 5 years of demonstrated experience in medical-related sales
* Five years sales experience with track record of successful sales, creativity and innovation
* Experience in Facades, Fenestration and Insulated Glass Market preferred
* Need someone from the software selling background [ at least 4-5 years of software solution selling]
* 4-5years of MNC company experience is a major PLUS