Downloaded from <https://www.velvetjobs.com/job-descriptions/senior-territory-manager>

# Example of Senior Territory Manager Job Description

Our growing company is searching for experienced candidates for the position of senior territory 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 senior territory manager

* By 6 months, lead sales conversation with doctors by challenging and persuading them to change their lens fitting habits
* Demonstrated ability to be proficient with company technology devices (Laptop, iPad, iPhone, ) for territory management and product orders
* Co-Travel with a Field Sales Trainer and a Field Mentor (approximately 3-4 weeks total sometime during the 15 week program
* Lead and develop sales team to ensure the team accurately understands sales, product, category, service opportunities and purchase concentrations for accounts
* Establish sales goals, measures and accountability with the team
* Focus on sales and market development strategies for our current customer base, the affiliation of external retailers and retention of business through store brokerage
* In conjunction with Business Analysis, responsible for financial projections showing the feasibility and profitability of projects in which a proforma is created and will be accountable for the accuracy of the projections
* All actions will demonstrate a primary commitment to patient safety and product quality
* Actively participates in proposal preparation meetings and/or proposal defense meetings as needed
* Delivers a diverse candidate slate to each hiring manager according to his/her needs, the needs of the brand as a whole

## Qualifications for senior territory manager

* Up to 6 years sales and general business experience
* Has a strategic view on business development and is proactively involved in training its peers and its customers
* Demonstrated ability to relate well with people and work in an unstructured work environment
* Fluent in English and preferably local language communication skills additional language is an asset
* Excellent computer skills (in Excel and CRM)
* University Degree in Economics, Marketing or related fields