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# Example of Senior Territory Manager Job Description

Our innovative and growing company is looking to fill the role of senior territory manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for senior territory manager

* Assess client needs by partnering with community leadership and present Omnicare value proposition for new products and services to grow base
* Operate with strong business acumen and industry knowledge, remaining conscious of industry trends, and be recognized as a local expert in the Senior Living space
* Empower team and delegate responsibilities as appropriate for that individual’s role and ability
* Forging and maintaining strong relationships with division counterparts in Sales, Service and collaboration with other territory managers and system technology manager to ensure
* Process standardization as it relates to implementation team responsibilities
* Focus on future territory strategy as it relates to revenue goals, personnel and organizational
* Establishes strong relationships at all levels within client and prospect facilities
* Serve as escalation point to project deployment managers
* RFP review, input and operational sales presentations
* ADP/Timesheet approvals and overtime tracking

## Qualifications for senior territory manager

* CRM software including customer contact, sales pipeline and opportunity data management (SalesLogix preferred)
* Travel up to 75% of time, some weekend work, hours of work may vary due to business travel, customer availability and trade show involvement
* Ideal candidate will reside in either North Carolina
* Ability to focus and to deliver the business objectives
* Proven experience using MS Word, Excel and PowerPoint
* Must have demonstrated success and experience of working with public sector / government accounts in the region