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# Example of Territory Account Executive Job Description

Our company is looking for a territory account executive. 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 territory account executive

* Works closely with pre-sales resources and executives to facilitate timely response to qualified, revenue potential opportunities
* Fully utilizes account planning process and tools (Account Plans and Opportunity Plans)
* Be equipped with the region’s best marketing services and solutions, empowering you to deliver unparalleled results to your customers
* Develop partnerships with large local businesses and assist them in reaching their goals through integrated marketing plans and comprehensive media solutions
* Identify customer needs to develop and execute account plans and custom client solutions that differentiate USA TODAY NETWORK from competitors
* Be aligned to a focused level of accounts allowing concentrated time and resource investment to premier clients
* Leverage multiple USA TODAY NETWORK resources and partners to develop optimal client solutions across our suite of products, with an emphasis on digital
* Optimal client solutions across our suite of products, with an emphasis on digital
* Sell integrated marketing solutions in digital and print business offerings, demonstrate an understanding of all solutions, and articulate our products and their value propositions to customers
* Develop an understanding of customer’s individual business needs, trends and patterns within specific verticals

## Qualifications for territory account executive

* Demonstrate command of scientific knowledge to engage in collaborative sales process
* Increase market share by gaining new business and growing existing client base through aggressive face-to-face calls, up sells, appointment and cold calls with customers and/or potential customers
* Sell print and digital business offerings and demonstrates an understanding of these products and ability to articulate our products and their value propositions to customers
* Increase chances for success by securing quality time with key decision makers by developing and maintaining a plan for success that includes
* Bachelor’s degree in Marketing, Advertising, Public Relations, Journalism or similar field or an equivalent combination of education and experience
* Works with customers to uncover Revenue Management problems and recommend or sell IDeaS solutions to solve those problems