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# Example of Territory Account Manager Job Description

Our company is searching for experienced candidates for the position of territory account manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for territory account manager

* Identify key end user opportunities (not in named account list) through channel partners and work these either alone or jointly with partners
* Develop pipeline of end user opportunities and update SFDC
* Undertake regular business reviews with channel partners
* Review on a quarterly basis the pipeline of key deals that support the forecast
* Manages, develops and grows strategic internal customer relationships (sales, OA, Support, Fulfillment)
* Works with the CAM, Inside Sales and Regional Sales Manager to identify, qualify and quantify all projects to be managed within the sales campaign or in support of the customer
* Manages aspects of the sales cycle as related by the extended selling team
* Manages all project aspects, including scheduling, logistics, and status reporting with internal customers
* In charge of forecasting revenue and of managing sales in accounts in the territory
* Provide timely and accurate forecasting, reporting on completed deals

## Qualifications for territory account manager

* Experience in Video Business
* Ideally experience in direct sales – especially at CxO level
* Adept in managing multiple opportunities simultaneously
* Good presentation skills - strong relationship skills
* Great relationship skills, tenacity, resilience and inter-personal skills
* Focus on results with ability to follow through - Strong track record of meeting/exceeding sales objectives and targets