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# Example of Territory Account Manager Job Description

Our growing company is looking for a territory account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for territory account manager

* Responsible for all commercial account activities identified within the Central US (Chicago, Minneapolis, and St
* Focus on new business development with targeted end user markets/applications
* Represent The Performance Tapes Commercial Catalog to target customers in the region
* Competency in sales/commercial development through the entire value chain, including Tier 1 and OEM's
* Accountable to deliver sales consistent with budgeted profit and selling expenses
* Uncover and assess true customer needs, while aligning solutions based on value by providing product recommendations, technical support, and problem solving
* Report ongoing forecast demand unusual fluctuations which may impact service to customers
* Lead customer negotiations and the development of long term contracts and supply agreements
* Develop a keen understanding of market conditions (e.g., current customers, potential customers, competitors) in assigned territory, and develop a strategy to achieve revenue goals while actively identifying new accounts using screening techniques, referrals, and prospecting to potential customers within territory
* Develop, drive and close business within assigned territory and verticals

## Qualifications for territory account manager

* Rich experience in IT market
* Experience selling technical solutions
* Hands-on pre-sales experience supporting customers
* Overnight Travel on a regular basis will be required
* 5 - 10 years in direct sales expertise with proven sales track record in a competitive environment
* 10+ years in territory sales management experience particularly in the Data Center area