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# Example of Territory Business Manager Job Description

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

## Responsibilities for territory business manager

* He/she will utilize all available resources and programs (samples, Medical Education Programs, ) to increase their business
* Joint sales engagement with partners to support sales coverage in Hong Kong and Macau
* Approach and build strong relationships with relevant local partners and ISVs in Hong Kong
* Create new initiatives that drive product sales and evaluations and track closure of leads
* Complete all administrative requirements in a timely fashion as directed by management
* Extensive local travel and up to 40% overnight travel
* He/she will utilize all available resources and programs (samples, Promotional Speaker Programs, ) to increase their business
* Manage state based wholesaler and key accounts
* Managing a portfolio of veterinary clinics in QLD, NSW, VIC and SA and optimising time spent in each state through good planning and execution
* Executing effective Field Sales Cycle Plans for your territory, inclusive of customer engagement at the appropriate level

## Qualifications for territory business manager

* At least 5 years of job experience selling and/or marketing products in a technical, business-to-business market plus at least 2 years in a supervisory role
* Ability to manage multiple stakeholders to provide guidance and oversight to local offices and business units to facilitate proper influence, whether it is of a business, technical, legal, or other nature
* Self-starter who can follow projects to completion with minimal supervision
* Ability to work under different levels of pressure
* Must be comfortable with change and ambiguity
* At least 4 years working with or for an enterprise software company in sales or partner alliances or partner management