Downloaded from <https://www.velvetjobs.com/job-descriptions/territory-business-manager>

# Example of Territory Business Manager Job Description

Our 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

* Facilitate enlistment of newly launched and key products in hospitals and clinics
* Conduct analysis of market/competitors to identify territory business opportunities
* Participate in promotional activity programs to increase product awareness in the market
* Update territory customer classification, database and call records continuously
* Identify areas for self-development and discuss developmental needs with FLSM
* Analyze performance of their territory using various computer applications
* Computer operating skills in Microsoft Office, SAP, and Salesforce.com
* Demonstrated ability to work independently while being a team player
* Effortless with building connections and credibility with Channel Partners and customers
* Proven history of successful progressive selling

## Qualifications for territory business manager

* Specialty/CNS sales exp preferred
* Must be able to apply the selling process, organize and communicate information convincingly, build customer confidence and receptivity, and develop rapport
* Building and maintaining personal relationships with physicians, M.D
* Be able to apply accurate and complete knowledge of Mead Johnson Nutrition and competitor products
* Foster team effectiveness and accomplishment of shared goals by sharing knowledge, experience, and information in order to optimize business strategies and drive overall sales within your territory
* Autonomy.RB empowers you to OWN what you do