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# Example of Territory Manager Job Description

Our innovative and growing company is hiring for a territory 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 manager

* Develops a Territory Plan addressing all key sales, marketing and partner activities
* Performs the role of Sales Director for their virtual partner selling teams, ensuring weekly review of the pipeline, deals, and accurate forecasting
* Operational tracking of the pipeline, bookings, to include a weekly forecast cadence as part of the weekly metrics inspection (forecast for next week/month and what closed via the commitment for the prior week/month)
* Develop assigned target accounts into long term customers
* Analyze workflow and deploy resources appropriately, , people and supplies
* Ensure effective communication from the market to the area and to their manager
* Ensure data and reporting integrity
* Manage flawless execution of all aspects of the program
* Identifies customer’s basic needs through the use of effective selling practices
* Identifies objections and removes barriers for customers

## Qualifications for territory manager

* Proven track record of accomplished selling in the mid-market and enterprise accounts to IT infrastructure specialists
* Advanced selling skills, , qualify prospects, lead generation, new business development, account penetration, strategic selling, conceptual selling, issues-based selling, consultative selling, negotiation and contracts (closing)
* Must have strong organizational and problem-solving skills, the ability to collaborate and negotiate
* Must be an assertive, self-starter with the self-confidence and ability to represent Herman Miller in a professional manner
* Must be able to work in a fast-paced, changing environment, at all levels of the organization and able to build long-term relationships with customers/partners
* Expertise within a Dealer environment with sales planning capabilities