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# Example of Territory Manager Job Description

Our growing company is hiring for a territory manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for territory manager

* Carefully plan 6-8 calls per week in conjunction with the broker sales team by identifying which products to present and being prepared with appropriate samples and tools
* Review, report and follow up the performance of service performance / contracts providing feedback to appropriate VFS and product staff
* Assist in accurate reporting of performance and forecasting of sales performance and its reporting within territory
* Support Quarterly Key Dealer review
* Organize and execute POS Trainings
* Coach more junior field sales force in the achievement of sales and yield objectives
* Promotes Microbulk CO2 systems into pH control applications, breweries and other new applications
* Maintains and develops Chain account relationships within the territory
* Develops new accounts by cold calling and building relationships within the industry using contacts, customers and trade associations
* Participates in all company sales, safety and growth initiatives and submits regular reports as required

## Qualifications for territory manager

* Previous work experience with Armstrong McCall a strong plus
* BA in Business Administration or equivalent, preferred
* Minimum 1-2 years of experience in sales, preferred
* Ability to manage by influence to achieve sales goals and customer satisfaction
* Ability to scan and quickly make decisions about sales priorities and opportunities then execute on these decisions to close sales
* Entrepreneurial aspect of "managing their own business."