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# Example of Territory Manager Job Description

Our growing company is searching for experienced candidates for the position of 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

* Develop and execute revenue growth strategies aimed at growing Broan market share within the Distributor accounts - utilize all products
* Be the Distributor’s information source for ventilation products that meet Building codes
* Follow sales process that includes gathering information, uncovering needs, presenting features and benefits, and closing sale with focus on up to 70 key operators
* Execute “Go to Market” strategy to deliver growth in market share by working with broker sales team and distributors
* Provide customers with solutions by building customer and product knowledge
* Relay sales successes and challenges to local market team
* Provide feedback regarding operator trends, marketing tools and promotions, competitive information and industry best practices to Regional Manager
* Maintain regular communications with local broker sales team and Regional Manager to insure operator activities align and support market area objectives
* Provide expertise around product categories and competitors
* Deliver product demonstrations, cuttings and competitive reviews

## Qualifications for territory manager

* Orchestrate a sale rather than accommodating the buyer
* Construct sales pitches and presentations
* Demonstrate ROI and TCO to customers
* C level connect and presentation capabilities
* Ability to negotiate and close the commercials
* Great relationship building capabilities with both internal and external stake holders