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# Example of Territory Sales Representative Job Description

Our innovative and growing company is searching for experienced candidates for the position of territory sales representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for territory sales representative

* Maintain technical proficiency and consult with prospective customers regarding use of company products and services
* Keep informed of new products and other information of interest to customers
* Perform research on competitive products in the market
* Develop and execute on a shared attack plan with the NAMs in your district – including understanding which accounts you will own and drive to completion, and which accounts will require you to support the NAM in closing
* Meet / exceed sales revenue expectation on a year to year basis
* Responsible for developing product specifications, product approvals, and sales orders to end-user customers in the assigned geographic region
* Develop and maintain relationships with existing customers, new customers and distributor partners through personal / direct meetings, telephone contact and email
* Maintain a strong focus on developing new accounts and new business opportunities in diverse industries
* Maintain a complete and thorough understanding of the product line, product applications, and pricing policies
* Work with distributor sales representatives in assigned region to develop sales through joint sales calls on end-users and product training

## Qualifications for territory sales representative

* Distribution and/or retail experience preferred
* Must be able to operate and maintain a company car for work travel
* The Territory Sales Representative (TSR) is responsible for the growth of sales and the development of independent distributors
* Bachelors Degree with emphasis in the Life Sciences, and a minimum of 5 years of highly successful laboratory sales experience required
* Minimum of six months to two years of experience in account development and/or management and retail sales, preferrably in a construction related industry
* Reside within the territory of