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# Example of Territory Sales Representative Job Description

Our company is growing rapidly and is looking to fill the role of territory sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for territory sales representative

* Build independent distributor capabilities to achieve objectives/targets and to secure necessary resources and alignment
* Provide independent distributors with regular input on performance when not coaching formally ensuring their usage of impact tools and mediums is occurring in order to realize the full sales potential of each route
* Act as key liaison between the ZSM and distributor
* Frequently share market information with all independent distributor and assist them on problems and opportunities
* Reinforce and mutually develop joint goals through the JVP process
* Sell to key retail accounts and develop relationship at store level where appropriate or as assigned
* Maintain regular chain supervisor contacts
* Ensure independent distributors are utilizing all tools and mediums available to realize the full sales potential of their business
* Perform required resets
* Establish, and maintain, call frequency on major chain supervisors to support sales and service levels

## Qualifications for territory sales representative

* Willingness to adapt to change and work as per organizations requirements through value based approach is essential
* Proven selling and negotiation skills specifically related to growing existing accounts and driving new business with the ability to identify unique customer needs
* Bachelors in Marketing, Business or related field preferred
* Experience with direct sales through dealer/distributors preferred
* Minimum 3-5 of years' of experience in business to business sales or a minimum of 3+ years' experience in the dental industry
* College degree preferred or equivalent 3-5 successful sales or sales management experience