Downloaded from <https://www.velvetjobs.com/job-descriptions/territory-sales>

# Example of Territory Sales Job Description

Our company is growing rapidly and is looking to fill the role of territory sales. 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 sales

* Meet or exceed yearly booking forecasts
* Produce annual goal documents aimed at managing and growing territory results
* Represent the company at trade shows, general sales meetings, and general industry function as needed
* Expedite customer requests for quotation, orders, and approvals, as needed
* Perform general trouble-shooting and service calls at customer sites as needed
* Evaluate the need for technical and commercial product training to end user accounts and request assistance from inside product management resources as necessary
* Liaise with the inside sales and engineering groups to provide project input and to assist the inside sales team in establishing project price levels and margins
* Ensure client accounts have all the information they require to maintain and exceed customer service expectations including policies and processes on promotions, new product launches, billing, returns, product changes
* Must be able to travel within the region with some overnight stay occasionally
* You should manage & keep track of primary and secondary sales customers wise & work towards achieving the targeted growth across all customers

## Qualifications for territory sales

* Bilingual is beneficial (Spanish)
* The Sales Associate for this territory needs in live in or within 30 minutes of Wilmington, NC
* The Sales Associate for this area must live in or within 30 minutes of the Research Triangle Park area
* This position may require moderate to extensive travel within certain geographies
* A qualified candidate will have high energy and will be an independent worker, capable of operating in a fast-moving, ever changing environment
* Abiltiy to a 50 hour work week, which includes weekends throughout the year