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# Example of Territory Sales Job Description

Our company 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

* Prospect new accounts and establish long term strategic relationships that focus on the value of our products and programs that meet the needs of the client
* Train distributor sales reps so that they focus on Roseburg composite products
* Work with in a collaborative sales approach in engagements where opportunities for your product or solution are presented, establishing a strong team selling approach
* Develop and cultivate strong relationships with key decision makers in the market and partners in the ecosystem of your product or solution Infrastructure Management & Solutions, Cyber Security, Cloud solutions and Managed Services and /or Telcommunication services
* Assist in maintaining, documentation and rescheduling appointments in Sr
* Ensures office equipment such as printers, copiers, and faxes remain in working order on a regular basis
* Hire, train, and manage 50-70 merchandisers
* Promote and Increase OnStar product awareness, Sales of the product by directly engaging the Automobile Dealership network
* Initiate Dealer interactions, meetings, training, promotions and sales contest product throughout assigned territory
* Resolve all dealer-customer satisfaction issues through appropriate channels

## Qualifications for territory sales

* Proven track record -- obtaining sales goals and maintaining high-level customer relationships
* Must have hunter mentality -- ability to build new customers
* Strong business acumen- understanding of entire value chain and experience working with owners, architects/engineers, contractors, and distributors
* Ability to travel 50% of the time (mostly day trips)
* Proven track record in Sales Management
* Proven track record to sell multiple product lines within multiple channels