



# Example of Sales Territory Manager Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our growing company is hiring for a sales territory manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales territory manager

- Generate sales growth via rigorous selling activities and processes
- Pro-active account engagement, including quarterly technology and commercially focused exchange meetings focused on product requirements definition, quality, pricing, and delivery metrics
- Identify and define current and emerging market requirements and growth opportunities
- Develop new OEM customers, and expand share in the distribution channels, using the sales funnel process
- Achieve defined targets in sales and profits in assigned market / territory
- Contribute to positive promotion of the Thomson brand across all served and target segments
- Regular participation in sales meetings, industry exhibitions, workshops and other customer and market related activities
- VOC (voice of the customer) calls on a regular basis, in co-operation with our marketing department / BU organization
- Exceed Op Plan sales targets and drive revenue generation ahead of plan
- Liaises with Director of Sales for sales strategy and ongoing sales development

## Qualifications for sales territory manager

- 3+ Years Mobility and/or Carrier experience mandatory
- Minimum of 5 years of knowledge and experience selling products and services associated with electrical power studies, switchgear, drives, motors

- Construction market exposure and knowledge of commercial construction practices
- Demonstrate ability to grow markets
- Must have consultative selling skills