



# Example of Territory Account Manager Job Description

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Our company is searching for experienced candidates for the position of territory account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for territory account manager

- Work closely with partner management team to align strong partner engagement
- Analyse competitor activities and factor those in your activities
- Operates with 'hunter' mentality to identify, profile and develop new logo accounts with up to 5000 employees within territory
- Manage and develop the growth of accounts (existing and new logo targets) with up to 5000 employees demonstrating high sales activity and customer facetime
- Drive demand-generation activities together with internal marketing and partner community to impact territory, win new business and growth presence/market share
- Strategic alignment, engagement and account planning with key partners to best drive and deliver sales growth within territory, working collaboratively with CAM's and wider virtual-teams
- Demonstrate experience hitting target, managing complex sales cycles and ensuring customer and partner satisfaction
- Prepare and update quarterly a year a detailed Territory Plan which outlines the Go to Market plan and product opportunity mix
- Work closely with an Internal Sales Representative in a model model to drive governance and coverage within the Territory
- Identify and lead programs to grow the Fastener Solutions Business

- Responsible for direct management of commercial territory assigned and owns revenue, discounts, customer penetration and all other sales metrics in the assigned territory
- High caliber individual who should be able to drive aspiration goals
- Prime responsibility would be to drive business through Commercial accounts
- Responsible for customer/partner relationships and customer satisfaction for the assigned territory Collaborate with counterparts in Channels, Inside Sales and Marketing functions to build a coverage and demand generation engine for achieving revenue and growth objectives for the territory
- 12+ Years of experience Technology Sales (Networking, Infrastructure Services)
- Experience handling Government / PSU vertical would be preferred