



Example of Territory Sales Manager Job Description

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Our growing company is searching for experienced candidates for the position of territory sales manager. 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 manager

- Determine who are the main contacts within the key accounts, develop and maintain business relationships while understanding their organizational structures and how to get products approved and used
- Work with partner distributors to ensure “pull through” for approved products by targeting end-users
- Hold sales people accountable for meeting key performance targets
- Utilize sales data to help drive effective decisions with the sales person drive brand growth with customers through the acquisition of new space and displays
- Achieve the field safety goals
- Extensive travelling is required in order to cover your territory in Sweden
- Engage store personnel in training on and utilization of NAPA programs and operational procedures of distribution centers
- Want their income to reflect their delivered results
- Ensure our territory account sales force is driving new digital sales (by assessing and facilitating the use of best practices in solutions-based selling), up-sell of existing key account advertisers, while driving retention, and minimizing product cannibalization
- Manage, oversee, motivate, monitor and assign work, provide leadership, guidance, training, of assigned sales staff

Qualifications for territory sales manager

- Is comfortable with Salesforce.com and capable of connecting and integrating information at desktop mobile
- A working knowledge of employee benefit plans and broker distribution preferred
- Minimum 8 years of combined experience in sales in the electronics industry
- Strategic Account ownership as a primary responsibility
- Knowledge of economic, accounting principles, financial markets, analysis and reporting of financial data
- Fluency in spoken and written German and English