



## Example of Territory Sales Manager Job Description

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Our innovative and growing company is hiring for a territory sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

### Responsibilities for territory sales manager

- Present our value proposition to customers, using strategic partners where required
- Ensure effectiveness of Manufacturer's Rep organizations through regular review of activities and results
- Identify new product / business opportunities and support Product Management through the evaluation process
- Control and manage business expenditures ensuring all such costs to remain within budgeted levels
- Define and execute trade-shows and marketing initiatives in cooperation with the marketing support staff that will drive end user preference
- Work with distribution partners to define and allocate marketing funds
- Provide monthly sales forecast to be used by Operations for production / business planning purposes
- Coordinate with internal CSRs and Field Technical Support staff to ensure high levels of customer service and support
- Accountable for maintenance of any company car and equipment assigned them and their customers
- Develop solid technical skills by participating in all company and vendor sponsored product training, utilizing other resources for self-study

### Qualifications for territory sales manager

- 4-6 years of relevant Sales Experience in Publishing/ Education sector

- Function in a responsible, professional manner using good judgment in decision making
- Remain positive, rational, calm and professional under stressful conditions
- Think and act independently with little direct supervision, maintain work ethic, remain disciplined while working in the field
- Make decisions while considering the needs of a global market