



Example of Territory Sales Manager Job Description

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Our 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

- Maintenance of account profiles, forecasts within CRM on a daily basis
- Manage existing customer base within territory with the highest level of integrity and customer service
- Manage and execute weekly day time travel within territory
- Proven ability to build strong relationships with our partners, customers and internal business partners
- Facilitate relationship management between referral source and clinicians through formal presentations, educational events
- Manage assigned territory/accounts by nurturing business relationships with clients, understanding their business needs, and managing the sales process with an understanding of the client's buying process
- Measure, monitor and manage accounts sales performance and provide updates to management
- Develop and execute the client account strategy that defines how we will help the client fulfil their business needs, grow and differentiate themselves
- Participate and coordinate the appropriate pre-sales, services and support resources to successfully deliver solutions to clients
- Responsible for driving revenue, profit and client satisfaction for your assigned accounts

Qualifications for territory sales manager

- Travel overnight approximately 5 to 7 days per month to cover the territory

- Additionally, must have track record of gaining commitments from prospective customers and effective use of sale closing techniques
- Maintains a high level of commitment to personally getting things done, assuming personal responsibility for achieving expected results
- Position will also require overnight travel approximately 25% of the time
- Experience of structured sales techniques spanning the entire sales cycle identification and qualification of opportunities, business development, order fulfillment
- Intermediate analytical ability to read and interpret customer financials and sales results