



Example of Territory Sales Manager Job Description

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Our innovative and growing company is hiring for a territory sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for territory sales manager

- Manage continual improvement of sales force including training and sales motivation
- Manage budget metrics for the territory
- Effective management of assigned territory to insure adequate penetration of field resources
- Ensure all reporting and documentation requirements are met
- Partner with operations, HR, Legal, payroll and other departments to deploy operational field structural changes to support sales initiatives
- Maintain a territory strategy of balanced partners to effectively meet sales targets
- Operate within cooperate vision /strategy
- Ensure all current sales standards are met and work to continuously improve and re-define these standards and processes to create exceed customer experience metrics
- Insure effective performance management of sales partners, develop and implement detailed action plans, review progress to op plan targets
- Review sales results daily and performance manage multiple teams through intensive field observation, coaching and application of basic sales management principles

Qualifications for territory sales manager

- Computer Savvy - Ability to navigate multiple web browsers and proficient with MS Applications
- Must be able to multi-task and exercise good judgment
- Must be able to give presentations via WebEx and speak for a significant amount of time using a telephone
- Be able to take constructive coaching, act courteously with customers and adapt quickly to change
- Must be able to work as part of a team and alone