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## Territory Sales Manager Resume

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### Job Objective

Seeking the right company in which to fill the position of Territory Sales Manager and utilize my skills and training in this field to their fullest.

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### Highlights of Qualifications:

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- Huge experience in managing sales cycle, supervising sales related activities and establishing prospective client base
  - Expertise in conducting B2B sales
  - Outstanding knowledge of selling techniques
  - Deep knowledge of customer account package
  - Exceptional ability to maintain good working relations
  - Astounding ability to meet all sales goals and objectives
  - Skilled to complete work on time
  - Amazing skills to understand business finance
  - Proficient in delivering appropriate sales
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### Professional Experience:

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#### Territory Sales Manager

Altria Sales & Distr Inc, Cincinnati, OH

October 2008 – Present

- Gathered feedback from field and developed new products and service according to results.
- Identified all client issues and resolved it effectively.
- Planned and prepared all status reports and ensured compliance with project schedule and company goals.
- Scheduled plan and targeted specific prospective customers in assigned area.
- Initiated sales by preparing necessary contracts and drafting proposals to be sent to clients.
- Established marketing events and participated in various trade shows.
- Assisted clients in buying appropriate products and services according to requirement.
- Ensured customer satisfaction on products and services by performing regular follow ups

#### Territory Sales Representative

Pepsi Beverages Company, Cincinnati, OH

August 2003 – September 2008

- Coordinated with sales managers and developed sales strategies to generate new businesses.
- Managed all revenue quotes and sales targets and achieved them on regular basis.
- Monitored installation and ensured timely completion of process according to customer contracts.
- Analyzed need of customers and prepared necessary business contracts and sales proposals accordingly.
- Developed marketing campaign to garner client and assist in establishing new businesses.
- Administered market and updated knowledge on all new products in market.

#### Territory Sales Associate

G&K Services, Cincinnati, OH

May 1998 – July 2003

- Managed selling to existing customers in sales packages itself.
  - Monitored implementation of sales strategies and assisted in achieving revenue and targets regularly.
  - Assisted customers on new products and services and explained its features.
  - Maintained good working relationship with customers.
  - Analyzed customer account package and developed ways to acquire more customers.
  - Determined ways to increase number of customers for organization.
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### Education:

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Bachelor's Degree in Sales

Claremont Graduate University, Claremont, CA

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