



# J O B   D E S C R I P T I O N

*For the post of Senior Territory Sales Manager*

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**Position:** Senior Territory Sales Manager

**Experience:** 7+ years

**Position Based in:** Istanbul, Turkey

**Type:** Full Time

**Language:** English & Turkish

We are looking to employ a target-oriented and experienced territory sales manager to manage the sales representatives of an assigned territory and ensure that sales targets are achieved. The territory sales manager's responsibilities include identifying unmet customer needs, and regularly submitting sales reports to the VP of sales. You should also be able to keep up-to-date on the latest industry trends and determine the potential impact it may have on company products and services. You should be able to work in a fast-paced environment and exercise strong leadership skills, alongside demonstrating excellent communication, problem-solving, and customer service skills.

## **Responsibilities**

- Traveling throughout the assigned territory to train and guide company sales representatives.
- Maintaining solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner.
- Continually meeting or exceeding sales targets by persuading customers within an assigned territory to sell our services.
- Analyzing sales and marketing data to determine the most effective sales and marketing techniques.
- Developing innovative sales strategies to increase sales within the assigned territory.
- Conducting surveys to better understand customer needs, if necessary.
- Attending trade shows to promote company products and services.
- Ensuring that brand awareness within the assigned territory meets company expectations.
- Motivating sales teams in the territory to achieve their sales quotas and evaluating their performance based on their ability or inability to achieve sales quotas.
- Monitoring competitors' sales activity within the assigned territory.



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## **Requirements**

- Attitude of optimism and “can-do” orientation with ability to think creatively and navigate successfully past barriers and obstacles
  - Ability to tune out distractions to focus work on priority goals and tasks
  - Highly self-motivated and adaptable with the drive to self-improve and exceed goals
  - Ability to present concepts, ideas and proposals in a manner that is perceived positively by and clearly resonates with intended audiences and stakeholders, while encouraging action
  - Ability to project a mature and professional attitude, demeanor and appearance as is appropriate to a given situation
  - Instinctive motivation and ability to develop, nurture and balance positive professional relationships and connections with key stakeholders, including situations in which stakeholders may be competitors with each other or otherwise have unaligned interests
  - Ability to perceive the system in which we operate and its component parts from any vantage point
  - Ability to prioritize, plan and move decisively when necessary to meet timeframes and instill in others the importance of anticipating and acting to avoid timing crises
  - Ability to intuitively listen to—and recognize—the priorities and needs of others and develop creative concepts for matching those priorities and needs with those of our organization in a “win-win” environment
  - Ability to see future trends and pathways that can contribute to long-term organizational success
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