

**Job Title**

Territory Manager

**Location:**

Field – Several geographic areas available

**Travel Involved:**

40-50% in geographic area

**Job Type:**

Full Time

**Job Level:**

5+ years experience

**Education:**

Bachelors Degree or Equivalent

**Category:**

Sales

**Position Summary**

The Territory Manager (TM) sells LANrev systems management software in the field. The TM calls on prospects and customers, providing technical and administrative product information and/or demonstrations. The TM is responsible for meeting assigned sales quotas and targets. Represents the company to the customer and the customer to the company in sales related matters; understanding of customer's business and product requirements is necessary. Develops new accounts and/or expands existing accounts within an established geographic territory.

**Key Responsibilities**

- Cold/Warm calling to prospects and current customers.
- Position and present LANrev solutions to prospects and customers.
- Attend and present at industry trade shows.
- Drive new pilot implementations of LANrev.
- Accurate and timely forecasting of sales

**Requirements and Qualifications**

- Strong interpersonal and organizational skills.
- Excellent written, oral communication, and proficiency in presentation and public speaking skills.
- Experience with desktop management software preferred.
- Self-disciplined and have the ability to work independently and as part of a team.
- Experience with CRM tools and sales forecasting.
- College degree or equivalent.
- 5+ years successful quota-carrying experience.