

**JOB TITLE: TERRITORY MANAGER (WEST MIDLANDS)**

**Job Summary**

The Territory Manager (West Midlands) will work within the designated territory and work towards fostering team effectiveness and deliver shared goals by sharing knowledge, experience and information in order to optimise business strategies and drive overall sales within the territory.

**Key Tasks and Responsibilities**

- Overseeing all aspects within their territory i.e. ensuring sales are rising, general services as well as customer services are improving.
- Building strong relationships across various customer groups and identification of key customers and formulary influencers and decision makers.
- Deep understanding of therapy and product knowledge as well as the local health economy.
- Making presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors. Presentations may take place in medical settings during the day, or may be conducted in the evenings at a local hotel or conference venue.
- Provide win – win solutions for both the company as well as for the customers with an understanding of wound healing to challenge established treatment options and good understanding of health economics.
- Comprehensive understanding, and implementation, of strategic sales methodology and use of account targeting for formulary listings and range sell opportunities.
- Be aware of the latest trends in marketing and sales and be able to use them for the benefit of the company.
- Detailed knowledge of market and competitor information
- Ensure that personal attention is paid to the customers and thus increase the probability of sales.
- Be absolutely customer service aware.
- Reaching quarterly and annual sales targets.
- Planning work schedules and weekly and monthly timetables. This may involve working with the Regional Sales Manager or Clinical Nurse and discussing future targets.
- Regularly attending company meetings, technical data presentations and briefings
- Reporting via the CRM system and monthly reports.
- Works within and adheres to company and industry compliance policy and standards of business conduct and ethics.

**Minimum requirements for the role:**

MINIMUM REQUIREMENTS	ACCEPTABILITY LEVEL
Working knowledge of healthcare sector, NHS environment and medical education market segments within an assigned sales	V
Ability to achieve sales plans	V
Experience discussing health economics	IV

Good planning and organisational attitude	V
Ability to build positive working relationships, both internally and externally	V
Be proficient in using a computer with basic knowledge of Word processing, spreadsheets and Email	IV
Professional appearance, positive attitude and excellent communication skills	V

Legend: I = not adequate, II = adequate, III = fairly good, IV = good, V = excellent

This Job Description is neither exhaustive nor exclusive and may be changed from time to time to include other duties commensurate with the post-holder's skills and abilities.