

Territory Manager

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Dynamic Territory Manager with 7 years of expertise in developing strategic sales initiatives and fostering client relationships to drive revenue growth. Proven ability to analyze market trends, optimize sales processes, and lead high-performing teams. Eager to leverage my skills in negotiation and customer service to achieve ambitious business objectives and enhance market presence.

Territory Manager

Mar / 2020-Ongoing

📌 Santa Monica, CA

1. Developed comprehensive business plans and executed territory strategies to achieve key performance indicators.
2. Consistently exceeded profit objectives and sales targets for foodservice beverages within the assigned territory.
3. Successfully expanded new territory by 218% within two years through strategic networking and client engagement.
4. Identified and pursued new business opportunities through market research and participation in industry events.
5. Maintained strong client relationships through proactive communication and tailored service offerings.
6. Managed logistics and order fulfillment, resolving issues to ensure customer satisfaction.
7. Collaborated with cross-functional teams to align sales efforts with marketing campaigns and product launches.

Mar / 2018-Mar / 2020

📌 Phoenix, AZ

1. Optimized market operations with minimal manpower, ensuring maximum profitability and efficiency.
2. Conducted thorough market research to negotiate competitive rates and minimize operational costs.
3. Performed site visits to oversee warehouse operations and ensure compliance with quality standards.
4. Leveraged national and regional marketing programs to maximize sales opportunities.
5. Developed tailored sales strategies aligning with operator needs and market dynamics.
6. Monitored equipment performance to enhance operational efficiency and reduce costs.

Bachelor of Business Administration

Mar / 2016-Mar / 2018

📌 Denver, CO

Focused on Marketing and Sales Management, developing skills in strategic planning and market analysis.

Data Analysis



- Increased territory sales by 35% within one year through targeted marketing strategies.
- Expanded client base by 50% by implementing a referral program and enhancing customer service.
- Achieved 120% of annual sales target for three consecutive years through effective territory management.