

# Sales Opportunities

## *Territory Sales Manager*

Territory Sales Managers (TSMs) are assigned to a geographic territory generating \$10 million in annual sales.

TSMs are responsible for establishing a consultative relationship with customers as well as selling and implementing sales promotions and programs. A TSM is expected to demonstrate leadership, collaborate and communicate effectively with assigned accounts' and key decision makers, analyze and solve problems and persuasively implement recommendations that contribute to building our mutual business.



\* A valid driver's license is essential. Must be able to lift and carry items weighing as much as 20 lbs; ability to climb, stoop, kneel, push and pull.

## Daily Snapshot

- Plan and organize priorities
- Schedule account calls
- Negotiate shelf space
- Merchandise brands
- Uphold contract elements
- Analyze business trends
- Promote line extensions to a brand family
- Allocate product promotions

## What does Philip Morris look for?

- Strong selling and presentation skills
- Self-starters with initiative and goal orientation
- Interpersonal ability
- Analytical ability
- Ability to plan independently
- Leaders

## Training

We offer an extensive 180-day in field training plan, which starts with one week at sales school in Richmond, VA and includes focused training modules of 30, 60, and 90 day assessments. We provide Unit Manager demonstration at retail and peer based team training.

Career success at the TSM level can lead to sales management positions at various levels in a variety of geographies and disciplines.

## Field Sales Career Path

Vice President Region Sales (VPRS)

Section Sales Director (SSD)

District Manager (DM)

Unit Manager (UM)

Sales Development Associate (SDA)

Territory Sales Manager (TSM)

## PM Culture and Community Involvement

TSMs are participative members of an upbeat, energetic, and socially connected network of work groups called unit teams.

- Building the bond events
  - Intramural sports
  - Extracurricular activities (Mini-golf, Flag-football, Race day)
- Community Service Activities:
  - Community Clean-up
  - Special Olympics
  - Habitat for Humanity

