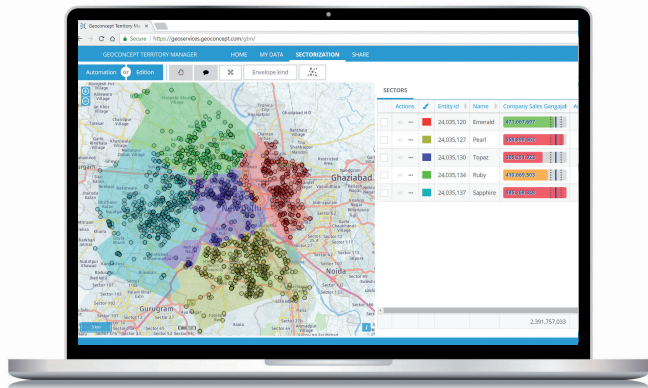




# Territory Manager

Is your sales team growing? A spike in activity is forcing you to revisit the sharing of the workload between your technicians? Are your delivery personnel bumping into each other on the road?

**Is your sectorization really fit your needs?**



Geoconcept Territory Manager,  
the cloud solution for fair distribution  
of operational activities, teams and resources!

Geoconcept Territory Manager is a **geographic sectorization web solution** that allows sales managers, schedulers and decision-makers to define powerful omnichannel strategies: balanced sales targets, optimal market coverage and improved field team productivity.

**Geoconcept Territory Manager is THE solution to be better organized in the field:**



**easy to use**

user-friendly interface,  
intuitive wizards,  
online help



**100% cloud**

no installation,  
automatic updates,  
secured data



**business-oriented**

sales sectors, delivery  
and service call areas,  
zoning and districting



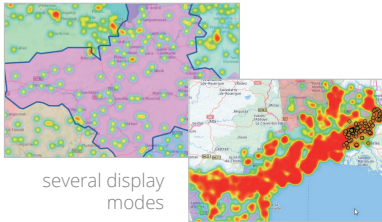
**profitable**

optimal teams and  
resources allocation,  
greater productivity

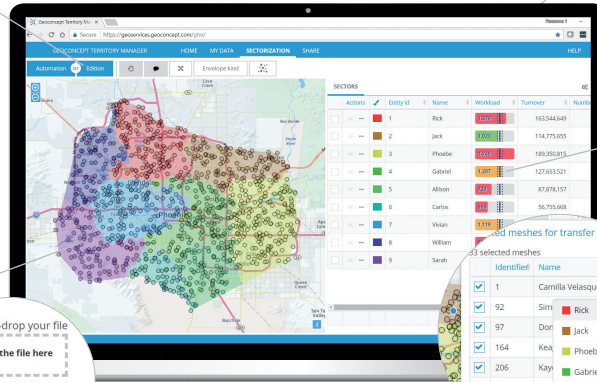
# Geoconcept Territory Manager, sectorization made simple.

Define balanced, realistic and profitable sectors in 3 steps!

easy selection and edition of data



several display modes



Drag-and-drop your file

Drop the file here

Import from...

Choose a file or a spreadsheet in the cloud

import of data by drag and drop or from the cloud

share results in one click

Automatic redistributing settings

Number of sectors: 9

Computation kind: ☒ Fastest ☐ Shortest

☒ Balancing on number of points

Balancing on the indicator: Workload

Tolerance: Low Medium High

automatic sectorization settings

sectors after optimization

Entity id	Name	Workload
1	Rick	1,014
2	Jack	1,061
3	Phoebe	1,055
4	Gabriel	1,042
5	Allison	1,050

optimal coverage, greater productivity

automatic or manual allocation, creation or deletion of sectors

## The improvement of business process in 3 steps:

### 1 Display your organization

display how your activity and teams are currently organized: customers, regional agencies, points of sale, warehouses, allocation areas...

### 2 Understand your organization

identify imbalances and dysfunctions that threaten the achievement of goals: sectors too extensive, potential not fair, customers not covered...

### 3 Optimize your organization

automatically balance sectors (workload, quantity to be delivered, potential sales volume...), adapt goals and anticipate changes...