Territory Manager
Job Description

Purpose

The purpose of the Territory Manager position is to increase sales and profit in the assigned markets and to make regular sales calls on key accounts in the assigned markets for sales growth. This position will support accounts with product training, pricing, samples and displays. This position will also be part of a team to accomplish department and company goals and objectives.

This position reports directly to the Regional Sales Manager.

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Oversee sales of all products in assigned area
- Train retail/contractors sales people in area of responsibility on Swiff-Train Company products
- Set up and maintain displays
- Attend and/or plan meetings, seminars, conventions, and markets as necessary

Competencies

- Communication Proficiency
- Results Driven
- Initiative
- Customer/Client Focus
- Technical Capacity
- Leadership
- Problem Solving/Analysis
- Organizational Skills
- Teamwork Orientation
- Business Acumen

Education and Experience

- Bachelor’s Degree from an accredited university with courses in marketing, communication, psychology, and/or finance preferred
- Commissioned sales experience preferred
- Sales account management experience preferred

Skills and Abilities Required

- Ability to manage and get along with all types of people
- Ability to maintain a current knowledge of the marketplace and to act accordingly
- Good communication skills, both written and verbal
- Efficiency with computers: AS400, Sales-I, Microsoft Suite, Notebook / iPad and other programs as required
Work Environment

- This position operates in a home office environment
- Will be subject to outside weather conditions when traveling

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

Handling samples, making presentations, and building racks (functional use of arms and legs)

Position Type/Expected Hours of Work

This is a full-time position, and hours of work and days are Monday through Friday, 8:00 a.m. to 5 p.m. This position regularly requires long hours and frequent weekend work.

Travel

Depending on territory geography, this position may require overnight travel when necessary.