



Job Description

Job Title: Territory Sales Representative – General Industry
Department: Outside Sales
Reports To: Territory Sales Manager – General Industry

Summary

Territory Sales Representatives – General Industry are responsible for working closely with the Sales and Marketing Department to develop and qualify new opportunities for a group of complimentary product lines, services and training that the company offers in various markets.

The position involves:

- Prospecting and qualifying new account opportunities for a range of products to customers in a variety of industries, including; food and beverage, semi-conductor, municipal utilities, power, light industrial and OEM.
- Developing new customer relationships and maintaining existing relationships in cooperation with internal sales support staff and Regional Territory Managers
- Planning and carrying out marketing and sales activities to a new and/or existing network of accounts in accordance with our business plans
- Updating a computerized customer and prospect database

Job Duties & Responsibilities

As a Territory Sales Representative – General Industry, individuals will prospect and qualify leads, as well as set appointments with both existing and potential customers to discuss available opportunities from the company's products, service and training lines.

Specific duties include:

- Researching new potential customer accounts
- Establishing contact with new accounts to gain qualified lead opportunities
- Responding to and following-up on inquiries and leads.
- Conducting face to face meetings with customers and end users to introduce new products, and pull existing products through the channels of distribution
- Performing customer, market and competitor research as needed
- Attending trade shows within your territory and industry.

Requirements

As a Territory Sales Representative – General Industry, individuals must be personable, driven, organized and committed to customer service. It is also important that they exhibit a strong desire to gather and develop usable market data as well as learn to sell technical solutions.

Specific qualifications for the position include:

- Excellent verbal and written communication and interpersonal skills
- High level of organization and time management
- Willingness to travel daily within a defined region, overnight travel if required.

Education

- 2- or 4-year college degree preferred.

Computer Skills

Familiarity with Microsoft Office products.

Language Skills

Ability to read, analyze, and interpret general business periodicals, professional journalism, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from managers and other employees.

Mathematical Skills

Ability to calculate and apply concepts of basic algebra and geometry.

Reasoning Ability

Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form. Must be detail-oriented and able to multitask.

Equipment

Employee is expected to use care to avoid losing or breaking equipment

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

The employee must occasionally lift and/or move up to 50 pounds.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually low to moderate. This is a non-smoking work environment. The work environment is located on the street level.

Application

Submit resume via email hbarnett@techstaris.com.