

Territory Sales Representative



Job Code
SAL300

Job Family
Sales

Position Summary

The Territory Sales Representative is responsible for achieving maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the company's products and/or related services. Personally, contacts and secures new business accounts/customers.

Responsibilities

Duties include but are not limited to the following:

Essential function(s)

- Promotes/sells/secure orders from existing and prospective customers through a relationship-based approach.
- Demonstrate products and services to existing/potential customers and assists them in selecting those best suited to their needs.
- Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's products/services.
- Make telephone calls and in-person visits and presentations to existing and prospective customers.
- Annual face to face account reviews with clients.
- Quarterly Account check in via phone, email, or face to face meeting.
- Maintain an updated Salesforce account including activities, appointment, opportunities, etc.
- Maintain pipeline 30% above minimum pipeline necessary to sustain sales goals based on current win ratio at all times. Maintain existing baseline.
- Research sources for developing prospective customers and for information to determine their potential.
- Develop clear and effective written proposals/quotations for current and prospective customers. Up- sell and sell additional products/services to existing clients.
- Expedite the resolution of customer problems and complaints.
- Coordinate sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Analyze the territory/market's potential and determine the value of existing and prospective customers' value to the organization.
- Create and manage a customer value plan for existing customers highlighting profile, share and value opportunities.
- Identify advantages and compare organization's products/services.
- Plan and organize personal sales strategy by maximizing the Return on Time Investment for the

territory/segment.

- Supply management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services; Provide weekly reporting of pipeline and forecast using the SalesForce automation tool.
- Develop a Sales Plan in conjunction with the Director of Sales.
- Keep abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.
- Participate in trade shows, conventions and networking events.
- Continually learn about new products and improve selling skills. The TSR is required to attend Ingenium- funded training events throughout the year and expected to participate in self-paced tutorial learning when appropriate.
- Other duties as assigned by supervisor.

Non-Essential function(s)

- Attend and participate in sales meetings, seminars and trade shows.
- Prepare written presentations, reports, and price quotations.

Qualifications and Experience

- 5+ year's sales experience with a proven track record of meeting or exceeding sales goals.
- Excellent communication skills including written, verbal with the ability to persuade others, listening, and customer service skills with the ability to effectively communicate with and work well with others in order to manage projects, meetings, meet client needs, etc.
- Embodies strong traits such as decision-making, problem solving and possessing good judgment.
- Ability to project a calm and professional demeanor regardless of the type of environment (calm or fast paced) or type of clientele.
- Exceptional organizational skills with a high consideration to detail and high level of accuracy.
- Driven and highly self-motivated.
- Experience with Salesforce.
- Strong industry knowledge preferred.
- Adept at time management and able to work with finite deadlines.
- The ability to work independently as well as in a group environment.
- Trustworthy, honest, respectful, and flexible.
- Must be able to be entrusted with confidential information.
- Proficient computer skills working with various office equipment, computers and various programs including Word, Outlook, PowerPoint, Excel, etc. and the ability to effectively work on spreadsheets, word processing, networking, and e-mail programs.

Education and Certifications

- Bachelor's degree in science or environmental field preferred.

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.

- Most work is performed in a temperature controlled office environment.
- The employee will occasionally lift and or carry up to 25 lbs.
- Employee may use computer, phone, copier, and other office equipment in the course of a day.
- While performing the duties of this job, the employee is occasionally required to use hand to finger, handle or feel objects, touch and use tools, reach with hands and arms, climb stairs, bend, stoop, twist, lift, reach, push, pull, grasp, balance, kneel, crouch, crawl, grasp, talk, hear, and walk during the course of employment.
- Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception and an ability to adjust focus.
- Employee may be required to travel for business purposes.

Select the applicable Corporate or Sales physical demand selection below.

Sales: While performing the duties of this job, the employee is required to walk 30% of the time, stand 30% of the time and sit 40% of the time.

Environment

Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential function of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing this job, the employee is exposed to weather conditions prevalent at the time. This may include warm, hot or cold temperatures. The noise level in the work environment is moderate.

Work Schedule

Exempt: Employee will be required to work a minimum of forty (40) hours per week or as many hours as it may take to perform above job duties. Schedule may vary based on business demands and will require a combination of office hours as well as work performed after hours and/or weekends.